UNIFRUITCO

February
1929

Vol. IV
No. 7

M. E. Schoen
Editor

Foreign Trade's Golden Rule
By VICTOR M. CUTTER

Letters from a Company Traveler
By VERSON W. GOOCH

Tales of the Great White Fleet
The Four "Admirals"

John A. Werner Elected Vice President of Fruit Dispatch Company

Building Blocks from Bagasse
By J. E. MURPHY

The Snake Farm at Lancetilla
By D. D. H. MARCH

Go West, Young Man!
By HARRY F. STRONG

The Mail Bureau at New Orleans
By FRANK S. PALFREY

Two Fables and a Moral
By WILSON POPENOE

Fighting the Anopheles in Guatemala
By NEIL P. MACPHAIL, M. D.

The Costa Rican Flood
By A. S. CONINGSBY

Published Monthly by United Fruit Company

For Employees in all Branches of its Service

UNITED FRUIT COMPANY
BOSTON MASSACHUSETTS.

An American ship calls at the water-rail terminal of the thriving town of Santa Marta, Colombia

Foreign Trade's Golden Rule

You Can't Exploit Your Markets And Have Them Too

By Victor M. Cutter

President, United Fruit Company

¶ *Reprinted through courtesy of "Nation's Business" for January,* 1929

UNTIL a few years ago most of the goods sold by American business concerns in foreign markets represented production in excess of home market requirements, in the manufacture of which the foreign consumer was not considered until the merchandise was ready for sale. The distribution of such surpluses abroad was generally regarded as a temporary measure required to meet an emergency which the producers hoped would be short-lived and would not occur again.

That, in a nutshell, was the chief reason many American business men, highly successful at home, had difficulty for many years in making progress abroad. It represented the fundamental difference between American methods and those of Germany, England, and other European nations that had succeeded before the war in virtually monopolizing the South and Central American markets.

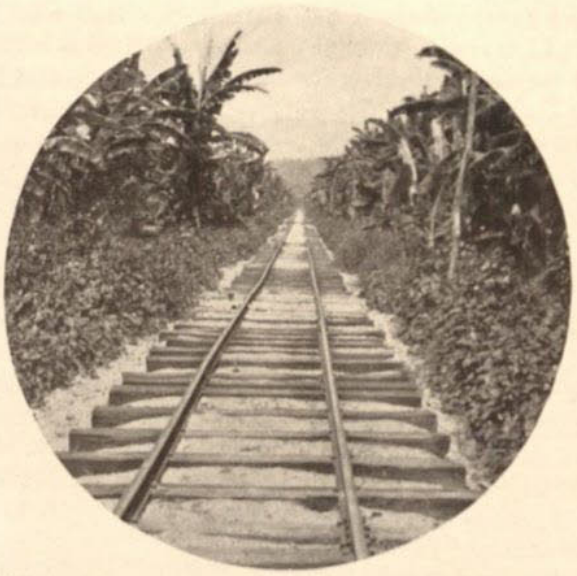
The basic difference was one of attitude, and while that remained unchanged nothing we could do to imitate the successful methods of our European competitors had any great effect.

The economic reason that sent European manufacturers into Latin America and other markets foreign to them was essentially the same as ours. But though we regarded it as temporary, to them the capacity to produce more than home needs was a permanent condition. They sought permanent rather than temporary outlets, and long-time rather than immediate profits. Consequently they were able to excel us even in some instances where their merchandise was inferior to ours.

In every phase of the business cycle they thought of the foreign consumer as a regular customer.

As president of the UNITED FRUIT COMPANY during the past four years, and previously in other positions, from a time keeper up, for the same Company, it has been my privilege for almost a quarter of a century to observe at first hand the changes in our point of view toward foreign trade.

The most obvious is the shift in attitude which has brought us to see the foreign market as the European sees it—as a permanent outlet for our goods. This has given rise to a series of equally obvious changes in plan and method, the net effect of which has been to eliminate the handicap under which we formerly were operating. We have discovered that such items as the length of credit and the form of package required, once looked upon as insuperable obstacles, are merely matters of detail.



"Each banana farm is a self-contained unit, with men, railroads, tramlines and hospitals"

This changed attitude has brought us abreast of our competitors, and even far ahead of them in many markets where their dominance once was almost complete. This is particularly true in speaking of the Caribbean countries.

Geographical advantages, American aggressiveness, and the change in our point of view toward foreign trade in my opinion, however, fall far short of explaining the tremendous progress we have made since the war. I believe the real cause lies in what might be called a domestication of the foreign market.

In foreign trade what I have in mind represents a complete reversal of the ancient theory of exploitation, the guiding principle of both buyers and sellers for thousands of years. More and more the old definition of the ideal commercial transaction—one in which both interested parties are benefited—is being put into actual practice. A large proportion of our business now is done in accordance with this ideal.

THE DOMINATING PROPORTION

Most economists agree that in this country this proportion is the dominating one. It has become so much a part of our business creed that we take it for granted. When great American corporations, which have built up tremendous organizations and revenues at home by this simple formula, go into foreign trade, therefore, it is natural that they should apply to the distant consumer the standards which have succeeded elsewhere. It does not occure to them that they are inaugurating anything save sound business principles.

Since one of the corner stones of their success is permanence, they are willing to build for future profit. Most of them are doing business on the small margin of modern American merchandising principles. In order to show a profit, this requires consumer confidence.

It is obvious, both from this general outline and from our export statistics, that the modern American development of foreign markets is something altogether new in world commercial history. Not only have we caught up with the European in the sense that we are now offering fixed and stable values instead of questionable bargains, but we have gone a step beyond to domesticate ourselves by setting up permanent establishments which may continue to thrive and prosper only as there is prosperity in the countries in which they operate.

We have identified ourselves directly with national economic interests, and the effect of this is partly reflected by the vast expansion of our trade with Latin America in recent years.

From 1910 to 1914, for example, the sales of American goods to these countries represented only 14 per cent of total exports, whereas in 1927 they accounted for 17.4 per cent. Analysis of our exports from another angle is even more enlightening. A quarter of

a century ago, according to the Bureau of Foreign and Domestic Commerce, finished manufactures accounted for only 24 per cent of total exports from the United States. Since then the gain in this most valuable form of merchandise, which represents the best skill and craftsmanship of the country, has shown a steady increase until in 1927 it stood at 42 per cent. The major part of this increase has been in recent years.

It required 22 years to increase the 1900 figures by ten per cent, while we have made an eight per cent gain in the past six years.

The United Fruit Company is a producer and buyer of foreign merchandise, rather than a seller. Its record is of peculiar interest, therefore, in the light of present day developments, if only to show that the principle of mutual profit not only works in foreign trade, but works both ways, in buying as well as in selling.

The Company was started by a group of hard-headed Yankee business men only 29 years ago, when the idea of exploitation was still thought to be fundamental to foreign trade.

This conviction was so widely held that when the Company set out to adapt itself to the countries in which it operated, many veterans predicted that the plan would fail.

This prophecy was strengthened by the geographical, political, and commercial complexities of the banana business. The Company had brought under one management the largest agricultural development in history. It was producing a highly perishable commodity in farm units which had to be scattered in each country so that all its plantations might not be destroyed by the tropic storms. Today the Company has plantations in seven countries—Colombia, Costa Rica, Guatemala, Jamaica, Panama, Honduras, and Cuba.

Health and Good Business

THE Company had one great advantage in that it could not take out of any of these countries more than it put in. It was not in the same position as the producers of oils, minerals, and forest products. We took the least desirable jungle land along the river bottoms, for which there was no other commercial use than the raising of bananas. In nearly every instance this land was shunned as unhealthy, swarming as it was with mosquitoes.

There was no philanthropy in the fact that it was necessary to build up a medical and sanitary service that costs thousands of dollars annually. It was simply good business. United Fruit Company doctors were making tropical jungles healthful before the building of the Panama Canal induced the United States Government to transform the Isthmus into a health resort. We early learned that laborers must be kept in good health if our plantations were to be systematically worked. As a result of our efforts yellow-fever has disappeared from our plantations, hookworm is under control, and we are beginning to bring malaria and dysentery under control.

The Foundation of Success

THESE and other material contributions, however, do not constitute the foundation of United Fruit Company's success in the tropics. For this we must look to the human relations created as a result of the fundamental policy of adapting the Company to the countries in which it operates, and of identifying it with the national well-being.

In the early days we planted vast areas to bananas because we had to have a substantial guarantee that our expenditures for steamships, railroads, and tramways were warranted. We could not depend upon a small and irregular supply of fruit. We still continue to grow large quantities of bananas, but today we also buy from native planters.

In 1927 the Company paid out in the Caribbean countries in which it owns plantations the sum of $23,972,639 in wages, of which more than 75 per cent went to the nationals. Direct purchases of fruit from native planters amounted to a sum approximately equal to the wage expenditure.

The scale of wages paid by the Company is high, and the effect has been to raise the standards of living everywhere. The result has been to build up in what had been regarded before as a casual and precarious industry a labor force of 70,000 men led by management groups which represent the real strength of the corporation. The land farmed by the Company represents an area about twice the size of Rhode Island, and the Company owns and

operates 100 ships and 1,500 miles of railroads. From aviators to wheelwrights, there are 262 types and kinds of occupations on our payrolls. The majority of these employees are nationals of the Caribbean countries, and I am convinced that the growth of the Company to its present size would have been impossible without them and without the foundation policy of mutual interest and benefit.

Our farms are scattered through four Central, one South American, and two West Indian locales, meaning that each farm or group of farms in each country is a self-contained unit with men, implements, wharves, railroads, tramlines, telephone systems, even hospitals and recreation centers.

The administrative problem is multiplied by just the number of places in which fruit is raised. Coordination of an organization to operate under these conditions on the exacting time schedule which the Company must maintain would not be possible if our Company did not enjoy, in each country, the confidence and good will generally given only to the home industry. To all intents that is what it is to each of these countries.

Good Personnel

THIS is the attitude which is now governing various other large American corporations that have built up big markets in Latin America during the past few years.

All have discovered what the United Fruit Company learned; that personnel is far more important in a distant post than it is at home.

When I went into the tropics a quarter of a century ago I was one of the first of a group of young Americans sent in to replace the white riffraff which had previously filled minor executive posts. There was a tradition that only these veteran floaters knew enough about the psychology of the peoples of these countries to get along with them.

The United Fruit Company challenged this contention and soon learned that one of the great stumbling blocks to progress in the tropics was the type of white foreman employed.

There is no difference whatever, fundamentally, between the psychology of foreign peoples and those of our own country.

Reaction to fair and honest dealing is the same in both cases. The Latin and the Anglo-Saxon are alike in that they look with suspicion on the exploiter. An industry going into a new territory must expect to dissipate that suspicion by its own actions. Once good will is established it becomes the basis of stability and continuing profits.

A Virgin Opportunity

AS TO opportunities in the tropics for business conducted on the modern American principle, the fact is that so far we have only scratched the surface. Before the war, the investments of the United States in Latin America approximated a little over a billion dollars. Today our investments are in excess of five billions. In spite of this there is still current a great deal of misunderstanding as to the nature and character of the market.

"The majority of our employes are nationals of the Caribbean countries, and I am convinced the growth of the Company would have been impossible without them"

Our Company points with a certain amount of satisfaction to the fact that we have under cultivation 85,000 acres in Honduras, 35,000 acres in Guatemala and 30,000 acres in Colombia, these being some of our largest plantations.

But in reality these farms, large as they are, represent but an infinitesimal part of the cultivated area in these three countries.

The policy of encouraging the native grower which has been fundamental with the United Fruit Company unquestionably has helped much in these developments.

As I have said, we now buy almost as much fruit from contract native growers owning and operating their own plantations as we raise on all of our own land.

Here is a specific example of a corporation identifying itself with national interests. It is all the more significant in view of the fact that banana cultivation is attended by many hazards, chief among them being wind storms which frequently destroy entire crops in a given area.

Balance Up the Risks

THEREFORE, when we depend on a native planter for a supply of fruit, we must strike a balance between the various risks, exactly as we do with our own farms.

That is, we guarantee to buy without any guarantee that we can get delivery. Our ships are run on schedule, and if a crop is lost in one area it must be made up in another.

The United Fruit Company thus performs a service for the native grower which he is unable to perform for himself, by guaranteeing his market. His risk is, therefore, reduced to the natural hazard of the elements which all alike must face.

Conditions are Favorable

MOST Americans have a very badly exaggerated impression of instable political conditions, and an almost total lack of appreciation of the ancient art and culture to be found in the Central American cities.

They are inclined to believe that economic stability is at a low stage, when the truth is that most of these cities of Latin American countries compare favorably with those of the United States for peace, order, and contentment.

If it were otherwise the United Fruit Company could not have succeeded. We take pride in our contributions to communication through the development of wireless stations, in what we have done for transportation by our fleet and railroads, and in our hospital and sanitation work.

But to bring these efforts to their present fruition we had to have the cooperation of a civilized, peaceable, and intelligent people in each of the countries in which we are operating.

We have contributed only to the material aspects of civilization.

That the ethical appreciation already was there is shown by the whole-hearted cooperation which has been given to our efforts to share in the community responsibility.

Enthusiasm

Nothing great is ever accomplished without enthusiasm, energetic persistence and determination to do the right thing regardless of obstacles.

A weak, vacillating person, a half-hearted man, excites no admiration or enthusiasm. Nobody believes in him. It is the energetic, dead-in-earnest man who creates confidence; and without the confidence of others it is difficult to succeed.

In business it is the human dynamo, the man whose brain is charged with dynamic force, whose heart is on fire with enthusiasm and push; who leads the strenuous life and likes it; and who is always fighting for bigger and better results; who knows no rest until he reaches his goal and who is willing to sweat blood to get what he wants—it is this kind of man who gets the big prizes in the business game.

—Contributed by John J. Carr, Chief Officer
S. S. *San Mateo*

Letters from A Company Traveler to the President

His trip through the West finished, Mr. Gooch writes the fourth in his series of letters to Mr. Cutter from his camp in the Maine woods where he went for a rest after months of travel. In the course of his trip Mr. Gooch covered thirteen states of the South and West, selecting from numerous colleges he visited and from answers to advertisements placed in local newspapers promising young men for Company work in the tropics

Lone Pine Cabin
Kidney Pond Camps
Near Mt. Katahdin
Sourdnahunk, Maine
July 9, 1928

Dear Mr. Cutter:

Good morning, sir. Another Monday. If it's spotty, I suppose Minchin is wildly calling Tukey at Providence; Rider, at San Francisco, is sending messages to Los Angeles; and Sanders, at Rotterdam, is keeping West, at Bremen, running constantly to the ship's phone, between Paris and Hamburg calls. I've seen all this happen the past year.

Travelers tell strange tales. Sometimes they're true. I had to come back to New England to get the fastest railroad travel of 1928. The Boston & Maine has a crack train, The Minute Man. Out in Los Angeles the S. P. at my request, finally, after considerable checking up to see if there was such a train, routed me into Boston that way. All the way East conductors took a second look at my ticket and scratched their heads. Denver had not checked baggage that way in years. Omaha labeled it a mistake. Chicago patronizingly said: "The Century is the only real train to Boston."

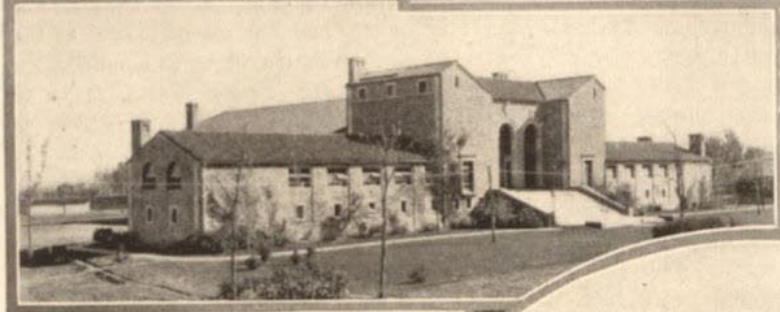
But I hung on and, finally, at Troy we pulled up alongside the gaily painted big engine, The Dawes-Revere, and the new shiny Pullmans of the elusive Minute Man. I went up ahead and told the crew about the Western fog surrounding their train and the conductor said to the engineer: "Ed, show the boy what we can do." He only got ready to go at North Adams, but the run from there to Greenfield, down that river valley and the Mohawk Trail, up and down, in and out, over and under, had me on my knees in the center of a group of traveling companions, the Stanford University Track Team, ready to pull the swaying bell rope when I could reach it. Coach "Dink" Templeton landed in the lap of the giant sophomore shot putter, Eric Krenz. We all piled out at Greenfield, and the Stanford boys said it was their fastest speed test. Ed was grinning up front over the oil can and allowed: "I'll give yer some more if yer want it." Yes, the fastest miles of the trip and each one bringing me down through Gardner and Fitchburg, the snowy apple orchards of Acton, Stony Brook of pleasant memory, Concord and Cambridge, with New England looking its best.

I didn't have a chance to give you the final facts and figures on the trip on account of my locating down here in the woods after that last five months on the Orpheum Circuit. Sourdnahunk, right under the shadow of Mt. Katahdin, is famous for its brook trout in twenty-odd spring-fed ponds hereabouts (big ones, seven pounders), land-locked salmon down on the West Branch three miles away, and pan-size fries near by, and for deer, moose, and bear in the woods. I have not caught any big fish but I'm eating any size, including your share, and Mr. Newsome's and "Rem" Plumer's and the other G. O. Nimrods'. I'm also finding time to analyze the last trip and weigh plans for the next one.

The journey back East took in first of all

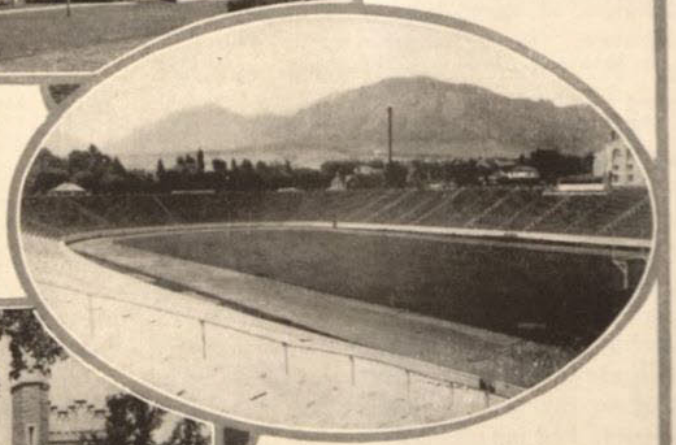
Dairy Industry Building, part of the University of California plant at Davis, Cal. Few American colleges are making faster strides in Agricultural Administration than California, with its fine Davis equipment. Graduates have entered our Company service from time to time

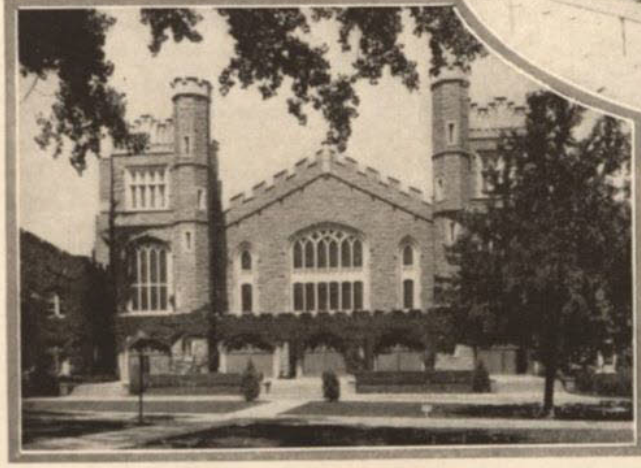
Famous Mackay School of Mines, University of Nevada, Reno, Nev., with statue of John William Mackay 1831-1902, famous mining pioneer of the West, done in 1908 by Gutzon Borglum. The varied lines of engineering are well taught at Nevada



Men's gymnasium, University of Colorado, Boulder, Colo., with stadium in the rear

Famous Sunken Stadium of the University of Colorado. Many graduates of this approved institution are entering the Company ranks. This applies particularly to Engineering



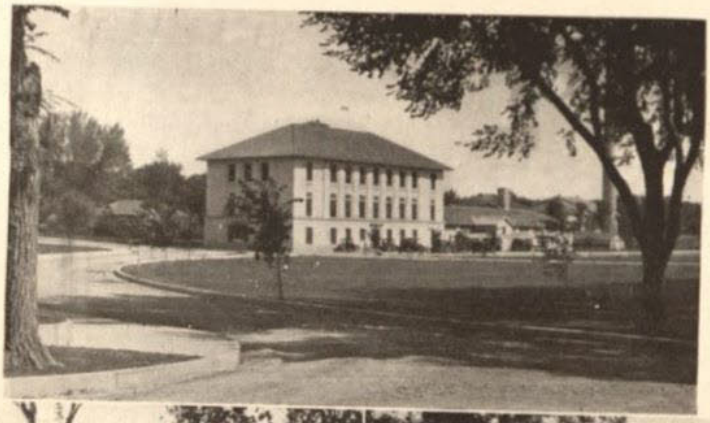


The beautiful Macky Auditorium at the University of Colorado, one of the finest college buildings in the West. The University has for years supplied annually a few graduates for Fruit Company service

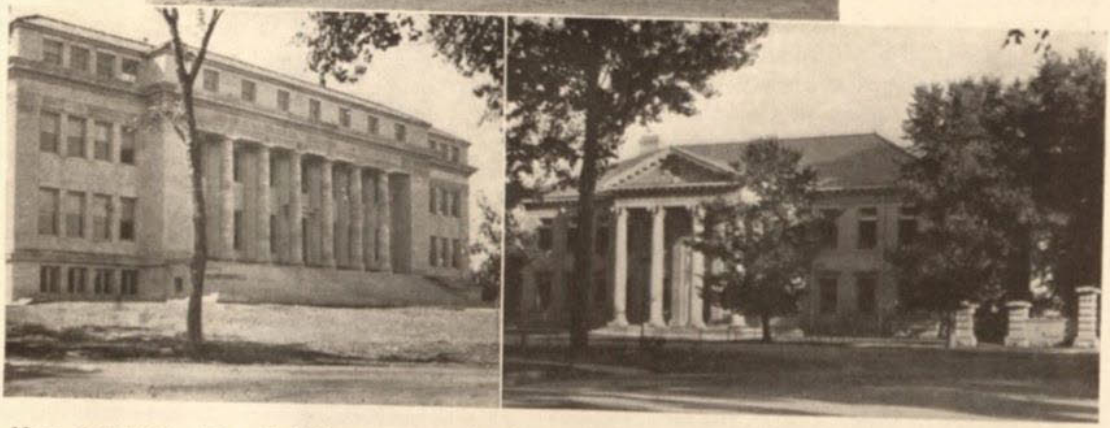
the College of Agriculture, University of California, located at Davis, thirteen miles from Sacramento. It is the only strictly agricultural college in the country. Dirt farming and its scientific background. Nothing else. The students were violently pushing fountain pens in final exams, so I spent the entire time with members of the faculty. Then came the University of Nevada at Reno, closing early, May 15. Their university engineering courses are splendidly organized and the college is visited by all American companies seeking employees. I took five applications. The late John William Mackay, mining pioneer, and the late Senator Clark of Montana, have been generous to the university in gifts. All non-collegiate men in this section seemed to be more interested in drawing aces, rolling the bones, peddling poison beverages, checking up the Eastern divorcee colony in this town for three months, or singing "Sweet Adeline" down in their Red Light Arcady. A *Reno Gazette* "ad" didn't do well.

I moved to Salt Lake City May 8. The Mormons are apparently determined to remain in Zion. The University of Utah gave us six engineering applications for the Boston collection. Utah "civils" run large classes. 1929 has thirty. The faculty is particularly interested in our operations. I saw a large supply of fine bananas in this city. Mostly ours. Our present F. D. office at Salt Lake—Mr. L. Huse, Resident Manager—was opened after my visit. Jack Dempsey, old Utah Mauler, paid his home town a call while I was there and refereed some boxing. No Salt Lake visitor can help being impressed with the beauty and prosperity of this wonder city nor fail to recognize the sacrifices made by its early settlers who located in this valley when it was arid, with but a single tree, and demonstrated to the world the value of irrigation.

The last college calls were made at the University of Colorado, in Boulder, and the Colorado Agricultural College at Fort Collins, where Professor E. B. House in particular is



In this building some of the ranking courses in Irrigation Engineering in America are given —Science Building, Colorado Agricultural College, Fort Collins, Colo. Several graduates of this College are now with the Company



New Administration Building and beautiful Guggenheim Hall at Colorado Agricultural College. Graduates of the College in our Company may well be proud of these buildings

turning out graduate Irrigation Engineers, capable of Irrigation Research. I found seniors from both these Colorado colleges for recommendation to Boston, and received also a satisfactory return from good Denver newspaper advertising. All in all this was really one of the best of the large city calls.

Here at Denver came my opportunity to meet Mr. R. A. Patch, our F. D. Resident Manager, from Groton, Mass., who has spent all his life in the West. Having come out with some of the early banana shipments in 1882, he has a fund of information on everything that has happened since. Mr. Patch has had the same F. D. office location for sixteen years in the heart of the city. From the windows of his office he can point out historic locations of early Denver life. He receives frequent calls from those Fort Worth messengers, the dressiest boys in the F. D. Company. Mr. Patch is our Senior Resident Manager.

The Rock Island—Denver to Chicago—with local stops through Iowa, got me into the Windy City for a call on Mr. J. W. Leathers, Fruit Dispatch, just as he was opening his Monday morning mail at 236 North Clark Street. J. H. Hart was with Mr. Leathers in Chicago as Dealers Service man and helped start the fine relation with the big A. & P. System to which Mr. Leathers is giving so much of his time at present. As Resident Manager of one of our most important territories, he has many important customers and many calls to make.

I looked in on our Chicago passenger people, Messrs. Strong, Dexter, Klein, Carroll and Donegan, in their finely located corner office, second floor; also visited the freight group, Messrs. McCalley, Campbell, Lux and Lynch. This is where, thanks to Campbell, I found those Hamilton Club Thin Specials you and Mr. Chittenden liked. Mr. Klein very kindly showed me the Lake Front section as it is now being planned. A wonderful show. I finally caught the Lake Shore Limited at 5:30 P. M., with Porter Eubie Clydesdale taking me to Boston. The car behind mine was full of Leland Stanford Track Team famous weight men and jumpers in white corduroys and red "S" jerseys. King, a high jumper of this crowd, does 6 ft. 6 ins. Some leaper!

That's the whole story. And down here in camp I have been planning how the next trip can be made still more productive and worth while for us, taking in new territory such as from Virginia, south to Mississippi, along the Seaboard; Oregon, Washington, Idaho and Montana; and Western Canada from Winnipeg to Vancouver, although I guess that's mostly mountains. Oregon particularly is doing some far reaching work in Agricultural College training.

IN talking to young men I find that no theme interests them as much as the actual business histories of men in the Company who started at the very bottom and beginning of things and advanced to top major responsibilities and a seat at the Conference Table. And in our Company how many examples we have on which to base such stories: Vice Presidents, Secretary, Comptroller, Treasurer, Executive Officers, every Tropical Manager and Manager's assistant in the United Fruit Company; every key man in the Fruit Dispatch Company and across the water with Elders & Fyffes, Ltd.

I begin properly with your own career because I find everywhere that people are already somewhat familiar with it and how it included Buffalo Farm, year 1904, Costa Rica start, unhealthy housing and working conditions of those days, a salary of $68. per month, and enough gloom at the beginning to discourage anybody. And Mr. Newsome going over practically the same routine in Jamaica, loading banana cargoes and plugging the coast month on end; San Domingo at Sosua, and plenty more Jamaica before he came north to Long Wharf and a very active executive career in the U. S. A.

Mr. Ellis' modest tropical beginning was in Nicaragua, in the days of this earlier period, when the Company was just becoming known. And Mr. A. H. Stockley and Mr. A. Roger Ackerley were just starting a small movement in English and Continental distribution of bananas—West Indian fruit—where it had been unknown. You've heard them tell many times about the rough going of those days.

And I go along to Mr. Chittenden and his start—timekeeping on that same old Buffalo Farm in Costa Rica. I've seen enough of his ceaseless vigilance and hard work to know

he has earned his unofficial title "The Greatest Farmer In The World," as well as his official designation as Vice President In Charge of Production. Mr. Jackson is another who knows his tropics through actual residence and a Panama Canal Zone legal activity, starting as a young lawyer in a field I am sure he would recommend only for one willing to begin at the bottom.

Mr. Doswell, who used spare time during his early secretarial days at Limon in 1905 in learning terminal work, movements of ships and requirements for passengers and freight movement. Mr. O'Hearn's similar start in Cristobal, at a freight clerk's desk, where hours were long, the ships late, and it took all his rare personality to see a laugh in it now and then. Mr. Rowe and his deliberate planning of a tropical career in engineering while still a student at Purdue, his acceptance of the first opening in the Panama Canal organization, minor engineering, which led to fifteen years' executive control of important Zone Departments, equivalent responsibilities in the U. S. A., and now Company engineering problems.

It is a splendid thing when any Company representative can quote successful career men such as ours and make the youngsters visualize the fact that not so very many years ago these men were either in senior class rooms, or finishing courses in high schools or commercial schools, and debating the important question of what start they were going to make in business, just as boys of today have to. And when they made the decision for the tropics and got the chance to go, these men found no royal road to success. They performed the day's work honestly and had the vision to make each opportunity fit the end, and with no waste of time.

I have repeatedly told these interested boys of today how you first rate a man as to his soundness rather than his brilliance, and how a UNITED FRUIT COMPANY executive body scattered over eleven or more tropical countries, 2,000 miles from Boston, far from intimate advice, must be able to think and act for themselves.

And so this 1928 quota of new employees, both applicants and those already selected for service, included men from the West, the South, and the Middle Granary States. We are rapidly getting a cross section of American youth with no preference given to any one locality. And somewhere in this 1928 group are young men who will develop the solidity and vision you appraise so highly; men each with a particular hobby both for work and recreation; men who will early find their metier and come up through the grades to the Conference Table at Boston to become a part of our strength for the years to come. And I shall have my own personal pleasure in having made it possible for these men to have had this opportunity.

HERE are some Road Items I didn't get into the other letters. Pacific Coast brokers' ticker tapes start showing Wall Street quotations at 6 A. M. out there. Illinois Central dining cars serve bananas in some form every meal, so Frank Lux told me in Chicago. Hollywood still has some South Bend, Ind., idiosyncrasies, but they are strong for bananas on the lots; great big Limons, in a bowl of milk for lunch between shots. I passed the Collegiate Peaks, after the Great Divide—Princeton, Harvard and Yale, named in the order of their altitude. Yale third. Something wrong.

In Salt Lake I attended the last performance at the famous old Salt Lake Theatre built by Brigham Young in 1862 and operated continuously since that time by the Zion Dramatic Society. It was the passing of an old favorite of the profession, with the peephole in the center of the Forest of Arden curtain, used that last night by Miss Ethel Barrymore in "The Constant Wife" while counting up the house, as her late Uncle, John Drew, had done many times, and Booth and Irving and Eddie Foy. Only the "Old Howard," Boston, is now left.

Water in the Great Salt Lake on Sunday, May 13, was 69 degrees, with the air 72 degrees. Only Mohawk bathing suits used here. Nobody sinks. Life-guards save bobbing-about bathers by getting their feet on the bottom. Melting snow water constantly running in the gutters of Salt Lake streets. Beet sugar in all the sugar bowls. Beets are so big that three policemen were found asleep on a single one. This last from a tour conductor of the Royal Blue Line furnished by the "Ask Mr. Foster Service." Don't tell

that one to Mr. Worcester. Now that Marston's Restaurant, Brattle Street, Boston, has closed, he has had trouble enough.

Blackboard sign out in front of a Reno Employment Agency read: "Wanted For Ranch Work: A Guitar Player and Thumb Milker." I never knew but one and he is down in Tela now. A little box car restaurant near Atlantic, Iowa, where Robbins Bros. Circus played May 24, found me not hungry and saving the Company lunch money. I explained this to the waitress and ordered just a shredded wheat. "Two Mullegins for Boston," yelled Lucile to Louis at the service window, "we got to make our overhead somehow."

OUR tanker, the *Camden*, Captain E. Bornholdt, makes San Pedro-Wilmington every six weeks for a supply of "black gold". Californians say she comes here into the second largest American harbor. I left copies of Mr. Taylor's article "Blazing An Accounting Trail" which appeared in the January L. R. B. and M. Journal, for California students of accounting to digest.

Divorces in Reno, new battle-ground for freedom, increased 100 per cent. this year. A Reno lawyer exercises the patience of a Hindoo Holy Man, the persistence of an Arab scenting bakshish, and the lungs of a well-trained champion hog caller.

The Garston number of *The Banana Budget*, February 22, was about the best of the Special Numbers, I thought, with those pictures of the old *Alvo*, *Andes*, and *Oracabessa*, furnished by Captain Long. My copy went to Captain Smith at San Francisco, who knows his Garston.

Joe Zilch, Banana Eating Master and Famed Fruit Devourer of What Cheer Iowa was in Denver for a contest before going on to Palo Alto, Cal., where he underwent various scientific observations from savants of Stanford University, who propose placing their football team on the All Food Fruit diet this fall.

One of our Far Western men gave me this poem. He said he wanted you to read it some day after the fall railroad advertisements come out. He said it expressed his views and Long Wharf would still be Heaven to him.

O, come to the land of the Western Sun,
Where every business is overdone;
Where the stores charge freight on the goods made here—
Ask them the reason and they'll think you queer.
They serve you climate with your meals;
It's so blame hot your back just peels.
The "Ananias Club" includes the State
From San Diego to the Golden Gate.
The movie stars marry twice a year—
Would marry again if the way were clear.
The grapefruit here is something fine,
Cross between a lemon and a pumpkin rin'.
Where cows eat barley instead of hay,
And the cream gets lost in the Milky Way.
They sell you lots made by hand,
And make you believe it's really land.
The view of the ocean is certainly nice;
That is included in the price.
They weigh the sack and then the fruit,
And weigh it again, and they're to boot.
They claim it is wet if it rains once a year;
You get so dry you can't shed a tear.
The chickens have mites and the dogs have fleas;
The desert wind blows and the oranges freeze.
We shovel sand and you shovel snow,
Not much difference as far as I know.
So tune up your flivver and start for the West,
Where jobs are few and pay is less.
Bring all your cash and plenty of clothes,
When you'll get more goodness only knows.
I'm telling this story which I know is true,
As I saw it through two eyes of blue.
They ask us to write the truth to a friend;
Now I have done it, so this is the end.

And so, with the engineer continuously blowing two longs and two shorts for the regular section roads, the brakes go on, white coats drop down with the box steps, and we're in neat little Weston, Mo., Pleasant Grove, Cal., Swallows, Colo., Garfield, Utah, or North Station, Boston. The trip is over. The memory lingers on, as we go to the Federal Street Dugout, call it a ball game, hang up the spangles and tambourine, vote for President Frank Caffrey, and take a breathing spell before the next trip to Cuba, that land of *mani tostado*—ting-a-ling-a-ling-ling!

Respectfully yours,

Vernon H. Goode.

On the lazy roll of summer seas,
To mangrove isles and coral keys
And through the channel's winding way—
To find a harbor's mirror calm
Where every mast and coco palm
Inverted hangs in the sleeping bay.

There spread the roofs of old Belize,
Drowsy with sunlight, resting at ease,
Seemingly ripe for Van Winkle's trick.
But there's verve in the old town's slumbrous form
And a pulse that leaps up strong and warm
At the magical touch of the swizzle stick.

Answer the evening's cool sea breeze
When it whispers its call through the ceiba trees.
Seek the verandah's spacious shade,
Watch how the vermouth, rum, and lime,
Into the pitcher tumble and climb
To shoulder the ice cubes half afraid.

All are but instruments tuned to respond
To the spirited sweep of the maestro's wand—
Expectantly waiting the lift of his hand.
Immaculate, slender, important and quick,
Into their midst steps the lithe swizzle stick
To draw a wild overture out of the band.

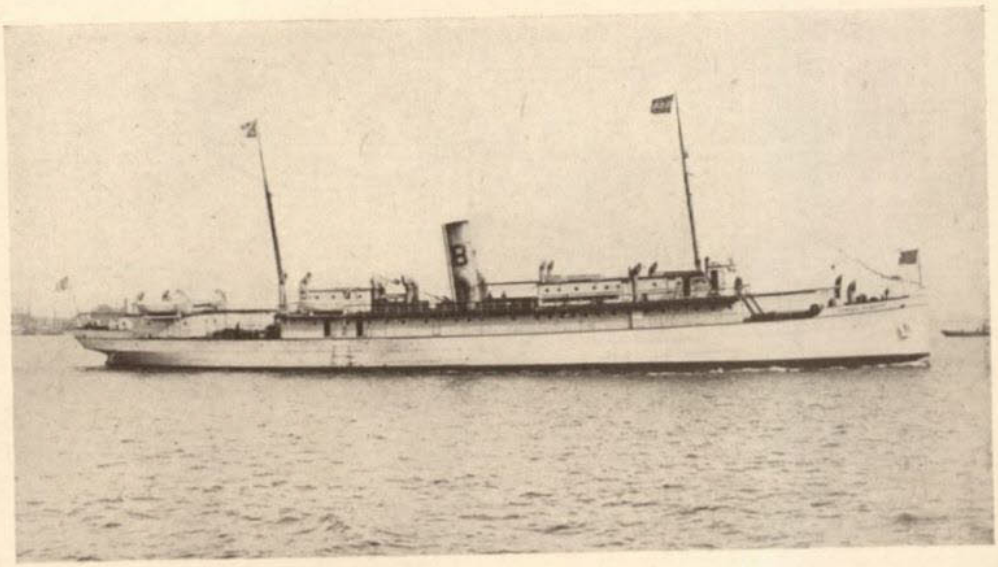
In cyclonic tempo, with dervish-like whirls,
He weaves into harmony, swishes and swirls—
While crystalline bells ring through in the theme.
Then a fading finale leaves faint on the air,
By subtle transition, a perfume so rare,
That it baffles the sense like the shift of a dream.

Though the melody's gone, its spirit flows on,
To laugh back the color to cheeks that are wan,
Or quicken the tread to a castinet's click.
So when the sky's gray and the heart's ill at ease,
One steers to the south'rd for sunny Belize
Where there's magic and cheer in a brisk swizzle stick.

New Year's Eve, 1928-9 "DOC"

NOTE: Those of our readers who formerly lived in the tropics and those who live there now are quite familiar with the history, forms and uses of the swizzle stick. But to the less fortunate, who may greet the whimsical name of that quaint instrument with an inquiring smile, a word of explanation is due.

The swizzle stick is cut and trimmed from the native bush and consists of a rod-like staff, 12 to 18 inches in length, with 3 to 5 branches radiating from one end and trimmed to a length of about 2¼ inches. When in use the stick is held between the palms and rotated rapidly, causing the small branches or spokes at the lower end to act in the manner of an egg beater. In Belize only has the present writer been able to secure a good workman-like, five-pronged swizzle stick. In fact, his entire collection was accumulated from that happy city where this primitive instrument, and certain merry customs associated with it, have persisted from remote colonial times.



The "Admiral Farragut" when she was in the service of the Boston Fruit Company

Tales of The Great White Fleet

Chapter Nine

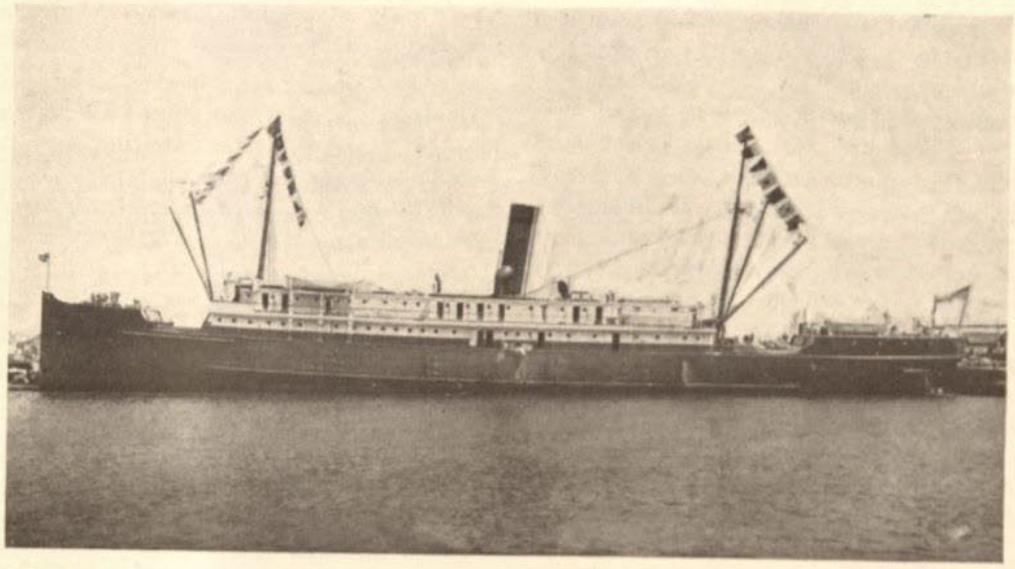
The Four "Admirals"

THE "Admirals" were the ships which gave the name to the "Great White Fleet" and they were worthy of that honor. There were four of them: the *Farragut*, the *Dewey*, the *Schley* and the *Sampson*. Three are still afloat, trading between Seattle and Alaska. The *Sampson* was lost on the Alaska coast in 1913.

The four "Admirals" were built in 1898 by Wm. Cramp's Sons at Philadelphia for the United States Navy, primarily for dispatch ships for the fleet during the Spanish American War. The war ended in July of that year and the first ship, the *Farragut*, was not finished until December. The Navy offered them for sale and they were bought by the American Mail Steamship Company, who secured a mail subsidy for their completion under Navy supervision. This company closed them to the Boston Fruit Company under a ten year charter which was transferred to the UNITED FRUIT COMPANY when it came into being.

This charter agreement was closed only after long negotiation and much discussion. The officials of the Boston Fruit Company were skeptical because the acquisition of four such ships of increased size at one time meant no small undertaking, and, further, because their design represented a departure from the established policy of the Company. From the days of the *Ethelred* and the *Ethelwold* its ships had been built under charter two at a time, and designed especially for the fruit trade. The "Admirals" were built under Navy specifications and designed primarily for speed. However, their notable record in the banana trade and foreign service justified the courage and foresight that added them to the Company's fleet.

The "Admirals" were twin screw steamers, 280 feet long—25 feet longer than the



The "Sampson," the first of the four "Admirals" to be sold to the Alaska Steamship Company, later known as the Admiral Line. The "Sampson" was sold to this line in 1910. The three other "Admirals" were bought by the same line in 1913 and an additional passenger deck was added to each of them

Beverly and the *Belvidere* built two years before—with capacity of 85,000 cubic feet (less than 10,000 more than the *Beverly*), and carried cargoes of about 35,000 Jamaican bananas. They had accommodations for 53 passengers. Their gross tonnage was 2,104, which at that time, as stated by one of the ships' officers, was "some ship for the fruit trade." They were natural ventilated ships and although fans were installed they were never used. During their entire charter they lost but one cargo and that, according to one of the Chief Engineers, was "by reason of running short of coal, which was an error of judgment and not the fault of the ship."

They were used on the run between Jamaica and Boston and Jamaica and Philadelphia and each ship made twenty-five or twenty-six trips a year, two ships insuring a weekly service at each port. This means that they steamed annually over 80,000 miles, a record which may be compared with those of the *San Blas,* 73,769 miles in 1926, the *La Perla,* 69,123 miles in 1927, and the *Castilla,* 78,444 miles in 1928, which ships have the distinction of having led the UNITED FRUIT COMPANY fleet in miles operated during the past three years. The *Farragut* for several years held the record—five days and one hour from Bowden to Boston—beating by four hours the record held up to that time by the *Dewey.*

The arrivals and departures of these four boats were as regular as those of railroad trains, and a delay of a few hours was a subject for investigation, wind and weather furnishing slight excuse.

THE *Sampson* was sold in 1910 to the Alaska Steamship Company, later known as the "Admiral Line". When in 1913, after fifteen years in the fruit trade, the *Farragut,* the *Dewey* and the *Schley* were sold to the same company, they had completed three years and three months' service without missing a single scheduled sailing. The *Schley* and the *Dewey* were converted to oil burners at New York in 1913 and were among the first ships to go through the Panama Canal.

The voyage of the *Admiral Farragut* to the Pacific was typical of the long and honorable career of these ships. Arriving at Philadelphia on Monday, September 5, 1913, she discharged cargo, drydocked, stored, was loaded with coal, and sailed on Saturday of the same week for Seattle via the Strait of Magellan, a distance of approximately 13,800 miles, and arrived sixty-two days later without any note-

worthy incident and without making a sea stop except in the Strait of Magellan to wait for daylight.

To quote the Chief Engineer of one of these ships: "They had their little mechanical troubles the same as all ships, such as breaking a tail shaft, or busting up a piston, etc., but as about everything but boilers and main engine cylinders were carried for spare, give them their usual two days in port and they were on their way again."

With characteristic self-effacement there appears no reference to the personnel of these vessels. There is, however, through all the records, ample evidence, not paraded, of their pride in these ships, and of the skill with which they handled them.

The list of commanders and officers of the "Admirals" is long and contains many familiar names, among them: Captain C. O'Neill, Master of the S. S. *Tivives;* Mr. E. A. Yandell, Port Engineer, New Orleans; Mr. M. J. Leary, Chief Engineer, S. S. *Mayari;* and Mr. J. Leasor, Port Steward, New Orleans.

The following are a few remarks made by a former chief engineer of one of these ships:* "They were remarkably free from trouble in so far as getting ashore was concerned, when you take into consideration the fact that every effort was made to arrive on time. The *Dewey* ran ashore on Cuttyhunk. The *Sampson* was forced ashore by ice in the Delaware, and also ran on a reef coming out of Bowden, Jamaica, but was floated in twelve hours, which is a very fair record over a period of 15 years."

It appears from Mr. Watson's story, quoted later, that the *Sampson* went on the rocks "at the foot of Titchfield Hill."

CONSIDERING their long service, these ships had but few collisions at sea. One, however, the sinking by the *Farragut,* in a heavy fog off the Delaware Capes, of the *Merida,* a 5,000 ton ship carrying $3,000,000. in bullion, ship and cargo being a total loss, is notable in marine history. Several attempts have been made to salvage this bullion, but none has been successful. It is gratifying that the Board of Steamboat Inspectors, meeting in New York, exonerated Captain Mader and the officers of the *Farragut* from all blame.

Another notable event in the history of the "Admirals" is the rescue of the U. S. transport *McPherson,* for the excellent story concerning which—"Memorandum of an Eventful Trip on the S. S. *Admiral Sampson*—we are indebted to Mr. R. J. Watson.

"The S. S. *Admiral Sampson,* then operated by the Quaker City Fruit Company, sailed in February, 1899, with 16 passengers, including Mrs. Watson and myself, bound for Port Antonio, Jamaica. (Sailing day Thursday, but cannot remember date). At 10:30 A. M. Friday, we sighted a steamer flying distress signals, and requesting assistance. Later on, she stated that she was the U. S. transport *McPherson* with 162 persons on board, and was bound from Santiago, Cuba, to New York, carrying the remains of 50 American soldiers taken from San Juan Hill for reburial in the States.

"Captain Lew Higgins, who was in command of the *Sampson,* requested my presence on the bridge, and we decided to advise the *McPherson* that our ship was operating under U. S. Mail contract, and not allowed to deviate from our course except to save life. We asked the Master of the *McPherson* if he thought his ship in immediate danger. He replied that he had lost his propeller and was in danger of drifting on Hatteras Shoals that night unless given assistance, and that he wanted to be towed to New York. We immediately replied that we could not consider New York, but would tow his ship to Hampton Roads, to which he consented. The *McPherson* then being five or six miles off our starboard bow, we altered our course accordingly.

"There was a strong southwest wind blowing, and, in order to get the *McPherson's* hawser on board, we went to windward and used a lifebelt, to which were attached two or three heaving lines, and tied to them was a three inch line for hauling their hawser on board. The *Sampson* being light, we were drifting much faster than the *McPherson,* with some risk of a broadside collision, but Captain Higgins handled his ship with great skill. He was later highly commended by the Master and Government Officials on board the *McPherson.*

* The Chief Engineer referred to is Mr. W. J. DuBois, now President of the Boston Engineering Company, who was Chief Engineer and Shore Superintendent for the American Mail Steamship Company during the entire period of the "Admirals" charter.

"At 2:00 P. M. we were made fast, and proceeding slowly for Hampton Roads. Later we increased our speed and anchored the *McPherson* in Hampton Roads at 11:00 A. M. Saturday, having averaged ten knots towing a ship of over 4,000 gross tons. A launch was sent from the *McPherson* to our ship, requesting the master and the Chief Engineer to go on board, and I went with them. We were met at the top of the companion ladder by the Captain of the *McPherson* and the Major in charge. After hand shaking and considerable applause from the crew, we were advised by the Major that it would be quite in order to file a libel for salvage. I then read him a telegram I had prepared to send to Mr. Preston, advising him of what we had done and stating that we were not taking any action for salvage, but proceeding at once for Jamaica. After a lapse of several months the Government award for the service rendered was $20,000.

"We sailed from Hampton Roads about 1:00 P. M. Saturday, and that night, from 10:00 P. M. to 4:00 A. M. Sunday (at which time we hove to) occurred the worst storm I have ever experienced at sea, and my vocabulary is not equal to an adequate description. At 7:00 A. M. Sunday, the gale having abated somewhat, we proceeded and, without further unusual event, arrived off Folly Point, Jamaica, at 5:00 A. M. Wednesday, and the Pilot came aboard.

"It was then raining very thick in shore, and Captain Higgins advised the Pilot they had better wait a while for daylight; but the Pilot insisted he could take the ship in all right. In attempting to do so, he landed the vessel on the rocks of Titchfield Hill. She was floated about 7:00 A. M., and was found to be badly damaged, water pouring rapidly into the after hold. The pumps were started and the ship docked at once. Fortunately, there was a pump on the dock, and this was promptly put into service to help to keep the ship from settling by the stern.

"One or two of the Jamaica boys who were expert swimmers went down under the ship with coconut bags and stuffed them in the rent in the stern plate. This helped to stop the flow, and the pumps were able to control the water while repairs were being made from the inside. After repairs were made the ship was sent to sea to test her seaworthiness, and returned to Port Antonio.

"The Board of Survey considered the ship seaworthy, and recommended that she be dispatched to New York in ballast, and without passengers. This was done and she arrived safely, and permanent repairs were made."

NO story of the "Admirals" is complete that omits mention of their excellent passenger service or their publicity value to the Company. They not only established regular passenger and freight service, but the first regular mail service to Jamaica. Many people are met today who recall with enthusiasm "Our trip to Jamaica on the *Admiral* ———." The rôle these ships played in building the finest of services with "Every Passenger a Guest" is not readily overstated, and by those who know the story of the fleet is never overlooked.

Their number, speed, regularity, and length of service made them familiar sights on the Atlantic seaboard and in northern ports. All the Atlantic liners kept a sharp lookout for them for their course lay directly across the transatlantic steamship lanes. Captain Dunning says: "I hardly ever came across without seeing one of the 'Admirals' off Nantucket."

Their low freeboard and long graceful lines, more like those of the largest modern yachts than of cargo ships, commanded attention and admiration wherever seen. Like the daughters of Heth "they were fair to look upon" and well chosen to give the whole fleet the name they won and deserved.

Captain James Jensen

IT is a sad coincidence that just as the story of the "Admirals" is being prepared for publication in UNIFRUITCO, we learn of the death on January 3 of Captain James Jensen at Savannah, Georgia, at the age of sixty-nine years.

Captain Jensen served on the "Admirals" from the time the *Farragut* left Cramp's shipyards in 1899 until the four vessels were sold in 1913. He was Chief Officer on the *Farragut* with Captain Anderson and was later promoted to the *Schley*, which he commanded for a number of years.

After the sale of the "Admirals," not having a British ticket, Captain Jensen was appointed Port Captain at Cristobal, and when the ships were changed to American registry he was made Captain of the *Calamares,* on which he served until the ship was taken over by the United States Navy.

During the war he commanded several Shipping Board vessels in the transatlantic trade. After the war Captain Jensen was again made Captain of the *Calamares,* retiring in 1920. He was in the employ of the Company for over 30 years and during his entire service was an excellent officer, a thorough sailor, and a strict disciplinarian, and, naturally, one of Captain Anderson's most trusted friends.

Fruit Dispatch Company's New Vice President

What An Index Card Says About John A. Werner

IN the editorial office of the Fruit Dispatch Company there is a card index, and under the name of Werner, John A.—we find this:

Receives commission as Lieutenant	August, 1918
Lieutenant Werner returns to General Office, New York	April, 1919
Appointed Acting Sales Manager, Eastern Division	January, 1926
Appointed Sales Manager, Eastern Division	December, 1926
Elected to Fruit Dispatch Company Board of Directors	April, 1927
Elected Vice President Fruit Dispatch Company	January, 1929

Just six little lines that epitomize the career of our new Vice President in the Fruit Dispatch Company.

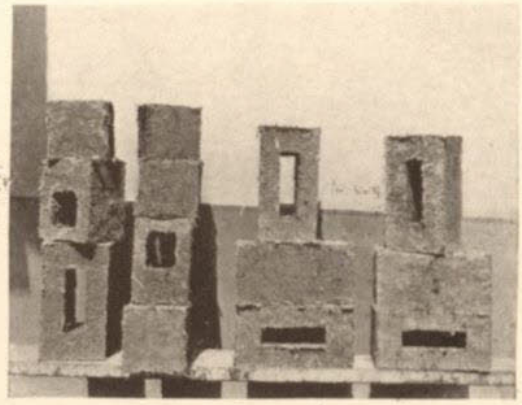
Eighteen years ago there was no Company magazine, and so there was no paragraph welcoming to the service a young and ambitious stenographer. In fact, as the card index shows, John Werner got his first write-up when he took his commission as Second Lieutenant in the Army under highly competitive conditions. His army experience undoubtedly established the fact that he possessed real executive ability. At any rate, he was given a warm welcome when he returned to New York and hung up the olive drab. The index leads us to believe that he set to work on a line of endeavor which his army training may have developed. We see him appointed Acting Sales Manager of the Eastern Division at the end of 1925. The article in FRUIT DISPATCH Magazine on this appointment tells us also of his marriage at that time.

Then in December, 1926, that magazine indulges in a few speculations as to the future possibilities of John Werner, based on past performances and a shrewd analysis of character. This article tells us that he got along by being a bear for responsibility. His shoulders are wide and responsibilities were first eased and then heaped on him. And he cried for more. He found time to study the job just ahead. He wasted no time searching for outside markets for his abilities; he saw that there was plenty of opportunity for him right in the organization where he had started sixteen years previously. It was natural that he should be appointed Manager of the Sales Department, Eastern Division.

The April, 1927 issue of FRUIT DISPATCH shows a picture of this young man and announces his election to the Fruit Dispatch Company Board of Directors. But his progress did not end here. Mr. Werner had found a man who could understudy him. The inevitable occurred. In January, 1927 he was elected Vice President of the Fruit Dispatch Company.

Gentlemen—before we return the index card to the file—a vigorous round of applause for V. P. John A. Werner!

Building Blocks *from* Bagasse



By
J. E. *Murphy*
Preston, Cuba

Bagasse, a by-product of cane sugar manufacture, has long had many uses. And now still another use has been found for it. The Preston Division is employing a bagasse-clay block as a building material.

ANY one visiting Preston after the Mill had started grinding, would be interested to see, at various points, enormous piles of what looked like bales of shavings. These bales are made of bagasse, and are the excess from that used by the Mill as fuel.

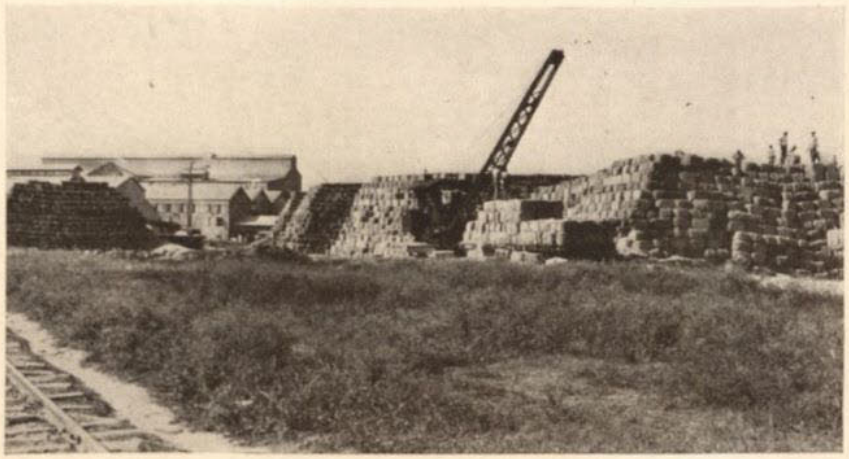
Bagasse is the fibrous residue after all the sugar possible has been extracted from the cane. The cane stalks, fed in at the front of the mills, pass slowly through the heavy steel grinding rolls, each set of rolls extracting more juice, and also separating the fibrous part of the cane more finely. After it has finally passed the last set of rolls, the bagasse is delivered to conveyors which take part of it to the boilers to be used as fuel, while the excess is delivered to the baling machines. The loose bagasse resembles a mixture of fine shavings and sawdust.

This bagasse is a by-product which has several uses. Probably its most important one is fuel for the boilers, which supply power and steam not only for grinding the cane but for all the operations of sugar manufacture. Bagasse is also made into wall-board; is used in the manufacture of dynamite; is a source of material for cellulose products; and finally, in this Division, is utilized as a building material.

Seeing so much bagasse piled around the town— at one time we had 181,049 bales on hand—we began to look for further uses for it, and as each Department considers its own needs first, naturally the men of the Building Department started to study its possibilities as a building material. It was first thought that it could be used as a binder in making adobe blocks. Later, through the experiments of Mr. Neil Bundegard, General Foreman of the Building Department, the bagasse-clay block, as finally used, was worked out.

Probably many of you have seen the adobe construction of Mexico and Central America. Adobe is ordinarily used as a very large brick, made of field-clay with chopped straw or other fibre as a binder. The proportion of binder is small, and the brick is sun-dried, without pressure. The first blocks made here used a mixture of clay and sand, with bagasse as a binder. These blocks stood up well under rain in an experimental wall, but were very heavy and showed a tendency to crack on drying. The block, as finally used, contains three parts of loose bagasse to one part of blue clay, so that we really have a large proportion of bagasse coated and bound together with clay. The clay used was firm blue clay, somewhat similar to modeling clay. This was dredged from the cocking-channel of the Main Wharf.

The bagasse block is similar in shape and size to the ordinary concrete-block, 8" x 8" x 16", with a longitudinal hollow in the centre. It is made in hand-operated machines consist-

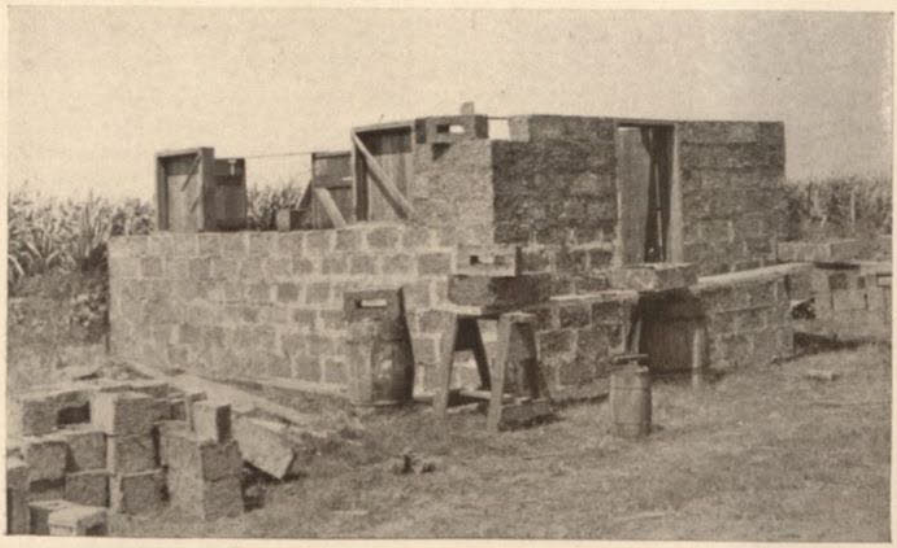


Bagasse baled during grinding season at Preston Central to be used for fuel when factory is not operating

ing essentially of a mould-box and tamping lock. The material to be used, loose bagasse and moist clay, is first mixed in a vane mixer, similar to the machines used for kneading dough in a bakery. After mixing thoroughly it is fed by hand to the mould-box and tamped until the mould-box will hold no more. The sides and ends of the box are then let down, and the block is removed on a wooden pallet —a small piece of plank which just fits the bottom of the block. Before being used the blocks should dry for not less than two weeks, and a longer period is preferable. When first made the blocks are a dark chocolate color, with smooth sides and sharp edges. They are soft enough to be dented by hand pressure. After drying thoroughly they become hardened, the surface and edges roughened, showing the bagasse fibres, and the color takes on a dead-grass hue.

Wall building with these blocks is the same as with brick or concrete-blocks, except that we use a mortar made up of cement, sand and blue-clay. The blocks are much lighter than concrete, a dried block weighing only 25 pounds, which makes them much easier to handle. A single block, however, will carry a weight of over one ton. The blocks will hold spikes, so that boards can be fastened to them by this means. If necessary, they can also be sawed with a fine saw.

We have used these blocks only on one type of building, but we feel sure that they can be used on any single-story building where great



House in process of construction with bagasse-clay building blocks

wall strength is not required. This would mean that almost any dwelling in the tropics could be made with this material. The blocks, which as we stated before, become roughened on the surface when dry, take grout readily and could be plastered smooth on the inside. If this procedure were followed on a first-class dwelling, I am sure the average observer could not tell the result from concrete. The block-wall itself, being 8" thick, with a hollow space, affords perfect insulation, insuring coolness.

A laborer's house made of bagasse-clay blocks

To date the average cost of these blocks has been a little less than 6½ cents each, but we feel sure we can lower this cost by means of an automatic machine on which we are now working. Assuming that this form of construction costs even as much as wood, we feel we could still save money on maintenance, which should be very small on this type of wall, and on depreciation, which should be less than half that of a wooden building. I have seen adobe walls, of material not as durable as this, which have stood up for over 100 years, when properly roofed.

As a variation, this material can be tamped into forms, as for concrete walls. A section built in this way in our yard shows no deterioration after about eight months. Also, in place of blue clay, we have used ordinary yellow field clay with just as good results. We are also experimenting with the bagasse-clay mixture as a roof.

The use of this mixture, as well as other clay and binder mixtures, is still open to experiment to prove its further usefulness, but I think that Mr. Bundegard, in starting its use here, has opened the way for the introduction of a construction material which is at least new to this Company.

CONTINUATION
of
EMPLOYEES' STOCK PURCHASE PLAN

The Directors of the Company have voted to continue the Employees' Stock Purchase Plan during the year 1929, and have again fixed the subscription price at $115. per share.

Allotment of shares subscribed for will be made on April 1, July 1, October 1, 1929, and January 1, 1930. Employees who have been continuously in the Company's service for three years or more on the date of the allotment of shares may subscribe to the extent provided in the Plan.

As is well known, this Plan is calculated to be of mutual benefit to the Company and the employee: and it would be most gratifying to the management of the Company to have every eligible employee a subscriber.

January 2, 1929

Treasurer

The snake village at Lancetilla, Honduras

Boas and rattlers are handled in the snake-pit down in Honduras as familiarly as we pick up domestic pets. But D. D. H. March knows his snakes, and he writes entertainingly of them in this article on

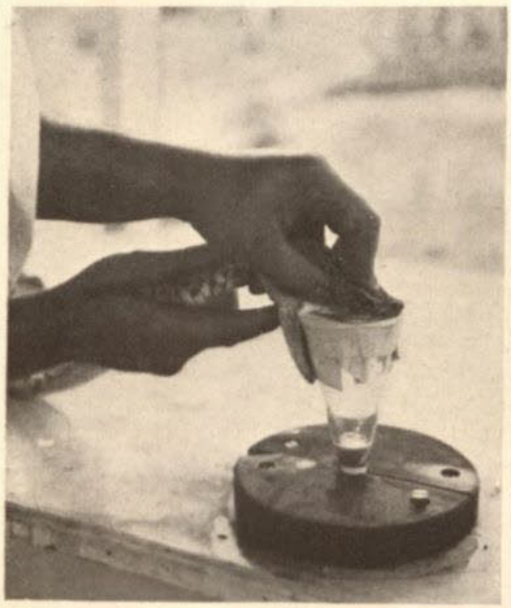
The Snake Farm at Lancetilla

The author illustrates his method of shipping rattlers
—photo by Coville

ASSUMING that most of the readers of UNIFRUITCO are aware, if only through the medium of the magazine, of the existence of the Tela Serpentarium of the Antivenin Institute of America, I will confine myself to a mere outline of its purpose and activities, and pass on to a discussion of the more important and interesting snakes of the various Divisions of the UNITED FRUIT COMPANY and their environs.

The increasing hazards from snake-bite, incident to the development of fruit plantations, mining operations, ranching, lumbering, etc., in fact, in all lines which involve a man's outdoor life in the tropics, and the fact that there were no specific antivenins available for the treatment of the bites of the snakes indigenous to Central America and the northern part of South America, led to the organization of the Neotropical Station of the Antivenin Institute of America at Tela, Republic of Honduras. The Tela Serpentarium is a division of the H. K. Mulford Biological Laboratories of Glenolden, Pennsylvania, in cooperation with the Tela Railroad Company and the Museum of Comparative Zoology of Harvard University.

The Tela Railroad Company has provided a site for the Serpentarium and erected three buildings which are maintained by the Company. One is used as a laboratory; a second



—photo by Popenoe

Extracting venom from Bothrops atrox

is an observation building; and the third is the snake-pit.

At the Serpentarium, venom is extracted from the Barba amarilla (Bothrops atrox) and the neotropical rattlesnake (Crotalus terrificus) and, after having been dried in electric incubators, is sent, in the form of crystals, to the Glenolden Laboratories where it is used in the development of specific serums for the bites of these snakes.

The process of venom extraction is simple, consisting of having the snake discharge its venom into a cloth-covered sedimentation glass. This is accomplished by grasping the snake by the neck and bringing its snout into contact with the edge of the glass, whereupon the snake usually opens its mouth widely and drives its fangs viciously through the rubberized cloth with which the glass is covered. A great deal of the venom is expended in the voluntary stroke and the balance is obtained by manipulation of the venom glands with the fingers. The method is very well illustrated in the photograph.

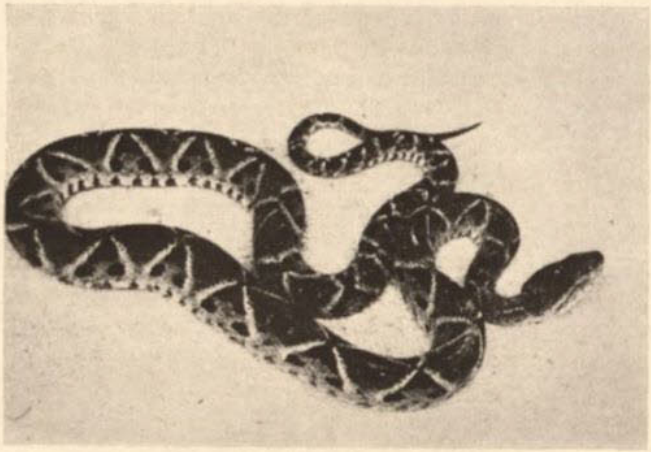
We extract venom from other species for study and analysis, but our chief concern is with the Barba amarilla and the rattler, as their bites require specific antivenins, whereas the victims of the bites of the other poisonous species respond favorably to treatment with anti-Bothropic serum, and the snakes causing the accidents do not occur in sufficient numbers to warrant the production of a specific serum for their bites. This does not eliminate these snakes from our attention, however, as the habits of some of the less troublesome of the poisonous group and some of the non-poisonous ones are exceedingly interesting.

The chief offender among our poisonous snakes is the Bothrops atrox. This snake, known as the Barba amarilla, terciopelo, toboha, jararaca and fer-de-lance, is the most important snake of the fruit zones, inasmuch as it causes by far the greatest number of serious accidents.

It is the largest poisonous snake of Honduras, Nicaragua and Guatemala, unless the bushmaster (Lachesis mutus) occurs in these countries, and up to the present writing we have been unable to establish the presence of the latter. The Barba amarilla attains a length of nine feet, although such monsters are rare, only one example having come to our

Interior of snake-pit, showing celotex huts and sun parlor. Mr. March is seen studying the habits of his pets

—photo by Coville



Above: A litter of 72 Barba amarillas born at the Serpentarium
—photo by Popenoe

At left: A fine specimen of the Barba amarilla (Bothrops atrox)
—photo by Coville

attention in two years. We have, however, had many of seven feet and a few in excess of eight feet in length here in Tela. Even small snakes of this species are very dangerous, but the large ones constitute a formidable menace to man. A seven-foot snake will inject many times a lethal quantity, and unless the victim is specifically treated in a short time there is small chance of recovery. This species is of the lowlands, but some closely related ones are found at considerable altitudes.

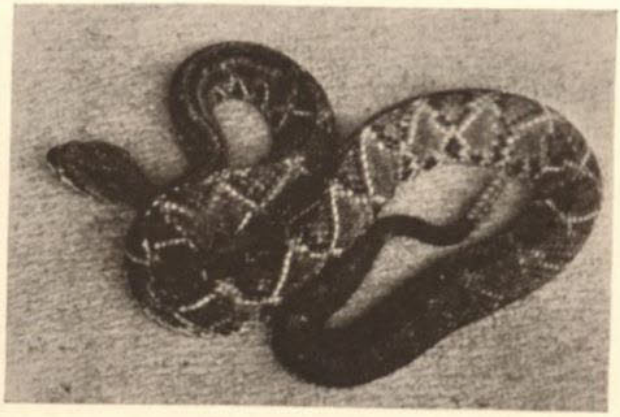
The Barba amarilla is nocturnal and spends the day in abandoned burrows of the *guatusa* (Dasyprocta punctata) and the *tepiscuinte* (Cuniculus paca) and in so-called manaca holes, caused by the decaying of the roots of fallen manaca or corozo palms. These holes, from one to three feet in diameter, when partly filled with fallen leaves or other forest debris, afford good cover for these snakes, from which they strike at passing animals and humans. They also take cover under fallen trees and are quite often found by railroad construction gangs when moving piles of ties or sleepers stacked along the right of way of the railways.

While not actually aggressive, the Barba amarilla is courageous and will hold its ground until the object of its attention is within striking distance, when its strikes, with, I believe, a greater degree of accuracy than most venomous snakes. Rarely does it strike "short".

It is ovoviviparous and has as many as seventy-five young to the brood. The young snakes are equipped with well-developed fangs and are dangerous at birth.

The Barba amarilla is subject to great variation of pattern and color, although the fully mature examples are invariably of dark brown or black background with a prominent yellow pattern. With these large snakes the name "Barba amarilla" is appropriate, their chins being yellow, whereas in the small or half-grown ones the chins range in color from dull white to yellow. They are never so brilliantly colored as are the really large ones.

The Bothrops atrox ranges from southern Mexico to Colombia; the centre of its abundance seems to be in Honduras and Nicaragua.



Neotropical "rattler" or "cascabel" (Crotalus terrificus)

SECONDARY in importance to the Barba amarilla, only because it does not occur in the more thickly populated areas, is the neotropical rattlesnake or cascabel (Crotalus terrificus).

In Honduras and Guatemala it is found in the interior, but in Colombia it is found in the fruit zones and elsewhere in the coastal regions. It is a very dangerous snake whose venom requires a specific antivenin which is now being prepared and will be available in the early part of 1929.

In Honduras and Guatemala this snake is found in the *potreros* and the higher, drier regions of the interior where it constitutes a distinct menace to live stock and stockmen. Its pattern is that of the typical diamond rattlers except for the anterior fifth of the body where the diamonds are replaced by a pair of well-defined nuchal stripes. It does not, to our knowledge, attain to so large a size as does the huge Texas diamond (Crotalus atrox) or the even larger Crotalus adamanteus of the southeastern part of the United States. Our largest specimen was slightly less than six feet in length, but I think this snake had not reached its maximum size.

The head of this snake, as compared with other rattlers, is curiously small for the bulk of the body, and the carinated, imbricate scales are very rough. These features, combined with its strength and aggressiveness make this rattler, the Crotalus terrificus, the most difficult of the snakes at the Serpentarium from which to extract venom.

It is the scrappiest and most aggressive neotropical poisonous snake with which I have, as yet, come in contact. Newly captured specimens at the Serpentarium will actually attack you. It is, however, the least excitable of the rattlers and less inclined to use its rattles, regardless of the fact that it is very well equipped in that respect. This peculiarity, in connection with its habit of frequenting the tall grass of the pasture lands, renders this very dangerous snake as much a problem in its range, as the Barba amarilla is in the fruit zones.

It is to be understood, however, that the cattle-raising districts are not as thickly populated as the coastal regions; consequently the cascabel has not exacted as heavy a toll of human lines as has the Barba amarilla. It will, however, and at no distant date, become a matter of greater concern as these countries develop, with a consequent influx of field laborers.

The young of this species feed on small lizards and grasshoppers. The adults eat rats, opossums and various other small mammals and birds. The cascabel is also ovoviviparous, and the litters number from six to twenty or more.

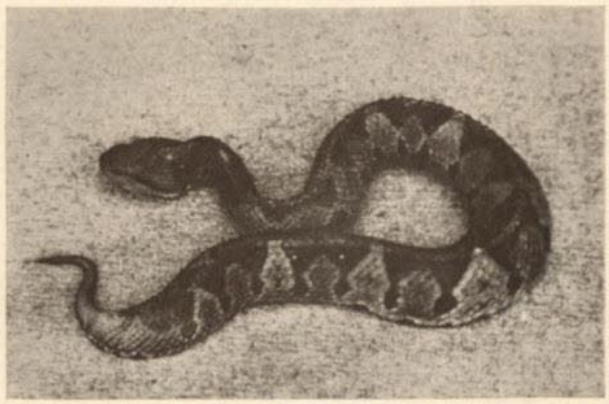
This is another far-flung species, ranging from southern Mexico to the Argentine.

I would like very much to get in touch with someone in Colombia who could send me some specimens from that country. I not only need them for venom extraction, but for study as well.

THE Mano de Piedra or Timbo (Bothrops nummifiera). This snake seems to have a very restricted range in Honduras and is apparently unknown in Guatemala as no visitor from that country has as yet identified it as being found there. It seems, according to our present records, to be confined to the hills of Santa Barbara, Copan and Cortes. We have visitors from all parts of Honduras, but only those from the aforementioned three Departments seem to have any knowledge of this

snake. It is known to occur in Mexico as it has been identified by Mexicans visiting here. Such "spotty" distributions are not uncommon in the reptile kingdom and it would be interesting to hear from the various places in regard to this snake.

It is subject to great variation of color although the pattern is constant, except in the case of the black phase where the pattern is entirely wanting. The color ranges from yellowish grey with brown saddles, and bright orange with fawn saddles, all through the reds and browns with beautifully contrasting markings, to the melanistic specimens entirely devoid of pattern.



"Mano de Piedra" or "Timbo" (Bothrops nummifiera)

—photo by Coville

It is a very heavy-bodied snake which rarely exceeds three feet in length. A three-foot Mano de Piedra will equal a five-foot rattler in girth. It is extremely unsociable and is one of the few species given to fighting amongst themselves. Place a dozen of these snakes in a box or any other receptacle, jostle them around a bit, and a fight is inevitable and is usually followed by a few fatalities. These deaths may be due to the mechanical injuries inflicted by the fangs but, although I have made no thorough post-mortem on any of these snakes, I think they die from the effects of the venom.

The Mano de Piedra is one of the so-called jumping snakes, and will throw itself clear of the ground when thoroughly annoyed. It strikes readily at anything which happens to touch it and when picked up in the hands will twist its body and squirm in such a fashion as to render it more difficult and dangerous to handle than some much larger and stronger venomous snakes. It comes from the mountains of the interior, and from the fact that it shuns direct sunlight I am inclined to think that it is either a snake of the deep forest or is strictly nocturnal. In the Serpentarium it becomes active much later in the evening than do the rattlesnake and the Barba amarilla and is rarely seen sunning itself in the uncovered end of the "snake-pit" as do the other inmates. Unlike most other vipers, the Mano de Piedra sometimes retains its hold on its victim when it strikes and gives it a few additional very vigorous injections. With other venomous snakes the practice is to deliver the lethal stroke and release the prey until all struggling has ceased, when it is again engaged and swallowed.

This snake is ovoviviparous and its young number as many as eighteen or twenty. The litter may vary considerably in color, one lot of twelve consisting of two very light individuals, two nearly black ones, and the rest of various shades. The young ones are identical, as regards disposition, with the adults. They feed on grasshoppers and small lizards, and the adults on small mammals and birds, and, I am informed by natives, occasionally on lizards and toads.

Bright Little Boy—"I want a collar for my father."

Store Clerk—"One like mine?"

B. L. B.—"No, a clean one."

Rev. George Washington Jackson had lost a fine, fat 'possum. Later, at a revival, one of the grief-stricken mourners would not be comforted.

"Cheer up, brothah," exhorted Rev. Jackson. "No mattah what yo' sin, it will be fo'given."

"But not diss 'un," sobbed the mourner. "Ah sho' am a pow'ful sinnah."

"Yo' stole some white man's chickens?"

"Wussen 'at."

"Oh, Lawd, help dis po' lamb. Has yo' used a razzah?"

"Wussen 'at. It's wussen murdah, Brothah Jackson."

"Den Ah knows!" shouted the preacher, coming down from the pulpit, peeling his coat. "De good Lawd kin fo'give you' effen he feels dat a way, but Ah's gwine to climb yo' frame. You's de skunk what stole mah 'possum."

—The Kablegram

When Harry F. Strong, General Western Passenger Agent, Chicago, was in the Cristobal Division, he was enthusiastic about his work there. Then he came to New York and enjoyed his service in the Passenger Department. Boston, his next station, apparently suited him perfectly. And now he is equally interested in his new field. Read his latest advice to his fellow employee—

Go West, Young Man!

BEING a dyed-in-the-wool Easterner, I always had the feeling, in common with many people residing in the East, that the old saying, "Go West, Young Man," was nothing more than a twentieth century method of Western publicity to draw attention and business to that part of the country. "California's Native Son" and many other slogans having the same tenor were accorded much publicity in the East as applied to various Western states.

My appointment as General Western Passenger Agent naturally involved very frequent travel throughout the Western states—this formerly (to me) doubtful territory. It was not very long before I learned that in reality they did have much in the West to boast of. I was soon convinced that walking down State Street or Michigan Avenue, Chicago, or Main Street in any of the large cities of the West, carries with it just as much of a thrill as an Easterner gets out of tramping up and down Broadway. Chicago can claim the largest hotel in the world; the Bulls and Bears run just as rampant on La Salle Street as they do on Wall and Broad; and a farmer can come into town and strain his neck looking at the tall buildings in Chicago just as he can in New York. St. Louis, Cleveland, Cincinnati, Kansas City, St. Paul, and a number of other cities may be classified as close seconds. With all this the Westerner has the right to "toot his horn" a little and attempt to convince others that to "Go West" is a pretty good idea after all.

With the Western spirit and the sociability which prevails, one gets the fever and becomes a "native son" overnight. Business possibilities can be accurately designated as unlimited.

In the East the position of Special Passenger Agent (a correct definition of which is "Go out and create some business and don't come back without it") necessitated, in most instances, seeing "big fellows" in business, commercial and club life. At times you would walk around the block once or twice planning the best method of approach and the initial lines for your entry into their "sacred domain." Being sold, yourself, on what you had to offer, you naturally felt confident that you could convince others. However, you did not always get as far as the "big fellows", and you frequently found it necessary to make a number of initial calls before you were able to see "Mr. Blue Blood". Here in the West there are unquestionably just as many "blue bloods," but they have the Western tendency to greet you cordially, and they are frank in their expressions. It is a pleasure to work under such conditions.

As an example: Passenger Traffic Managers of railroads and transportation lines in the East always seemed unapproachable. Assistant General Passenger Agents seemed to be the limit; I could get no further. Our close affiliation with a large number of the railroads in the West necessitates a close association with the Passenger Traffic Managers, and when I came to this territory it was my duty, of course, to call on these men. My reception was vastly different from that I had been accustomed to in the East. Imagine presenting your card and a few seconds later being shown into the office of one of the "kings" of transportation, and on your second call receiving a hearty "Hello!" and furthermore a sincere offer of cooperation. That is the Western way of doing business.

We enjoy very close relations with the rail lines and, in fact, a considerable share of our travel business in the West is derived through this association. In many of the small out-of-

the-way towns, which it is practically impossible for us to cover personally—towns without tourist agents to give advice on traveling—the local rail agent at the little depot is well equipped to talk UNITED FRUIT COMPANY service. Through the local rail lines and our joint tariff combinations with them, we have representation, we might say, in nearly every hamlet in the West. The large cities, of course, may always be counted on to furnish their share.

As regards our regular agents, there is never any doubt out here that a cordial greeting awaits you, and when they say "We are going after some real business for you this season," you may be sure they mean it.

Naturally many of our passengers from this territory travel by way of New Orleans—although we do manage to get a fair portion through New York. In the winter months the New Orleans route is especially desirable, as a short rail run brings one into a warmer climate, while the New York route entails practically three days of rail and water travel before the desired goal of warm weather is attained. For those traveling from points as far east as Cleveland, Detroit, etc., there is little difference in this respect, as regards sailing from New York or New Orleans.

Reverting to the matter of our railroad connections, we also maintain what is known as an all year tourist fare through to Havana. During the past year this routing by rail lines has practically doubled that of any previous year.

The possibilities for travel business throughout the West are unlimited. There is considerable competition, but obviously the Western territory is in a position to supply a fair proportion for all. This does not mean, however, that you can sit in an easy chair and wait for the business to come to you. As in all lines of endeavor where competition is keen, it requires constant plugging to show steadily increasing annual figures in black.

If any one ever says to you, "Go West," take a chance. It is pretty good advice.

The Banana Handlers of New York!

Through the courtesy of Mr. Frank Sullivan and The New York World, we are privileged to reprint this tribute paid to New York Banana Handlers by Mr. Sullivan in his column "Out of a Clear Sky"—January 3, 1929. "Fruit handlers," says the author, "are in general a hardy, God-fearing race, but the banana handler is at the top of his profession."

EDWARD SMITH, twenty-two, a banana handler, fell into the East River at Burling Slip yesterday morning while loading bananas from the steamship *Carrillo* to a lighter. Fellow handlers and Patrolman Youck of the Old Slip Station rescued him, and Dr. Constrock of Beekman Street Hospital removed him to that institution to be dried.

It is no small tribute to the loyalty and ability of New York's banana handlers that the rescue was accomplished without more than a nominal interruption in the city's banana service. That unceasing and essential flow of bananas from the original trees in Central America to your breakfast table and mine was maintained.

It is said that Smith's first words when pulled from the water were, "Let the handling of the bananas go on. Don't mind me, fellows!" This is only typical of a number of incidents in which these brave fellows have figured, and it is high time that some one voiced an appreciation of the New York banana handler.

Fraught With Danger

In the first place, banana handling is fraught with more danger than any other branch of fruit handling. You and I, as we sit in our cozy breakfast nooks impaling a

succulent morsel of banana upon our banana dagger, little realize how much the banana handler has contributed to our comfort. We take too much for granted. Another war might make us appreciate these comforts more.

Fruit is transferred from the ship to the lighter by a process which was invented in 1845 by Samuel F. B. Morse, whose father, Commodore Vanderbilt, invented the persimmon. A man stands on the ship in the middle of a pile of fruit and throws the fruit at another man who stands on the lighter and catches. The former is called the pitcher and the latter is called left guard.

The banana handler has the most dangerous job on the wharves. Fruit handlers in general are a hardy, God-fearing race and there is not a man among them that a red-blooded woman might not be proud to call her man, but of all the fruit handlers the banana handler stands out for courage, alertness and surefootedness. He is at the top of his profession.

Start on the Pineapple

Apprentice fruit handlers are generally given the pineapple to master. This fruit, corrugated as it is, is easy to catch, and it doesn't even matter if you drop it. If the apprentice makes good with the pineapple he is promoted to the persimmon and then to the apricot, lemon, apple, prune, alligator pear, &c.

Then when he gets promoted to the orange the fruit handler feels that he is really getting somewhere and may become a banana handler sooner or later, but the great majority get discouraged long before this and turn to other lines, such as the Vice Presidency of banks, &c.

The day comes when the handler gets his first banana. It is a great occasion, celebrated at the home with merrymaking. Bananas flow like water. He gets more pay and all the free bananas he needs. The latter, of course, constitute a godsend to the banana-handler's wife (Mrs. Banana Handler), but at the same time she lives in a world of anxiety.

Fear at Every Knock

To her every knock at the door means a courier from the dock bearing the sad news that the inevitable has happened—her husband has slipped on a banana peel. That, of course, is the great danger of banana handling. That is why the place where they are unloaded is called, ominously enough, Burling Slip, and when a banana handler has slipped a policeman is always called from one particular station, which on that account has become known as Old Slip.

In the particular case of Edward Smith I do not know why a patrolman named Youck was summoned. Doubtless Commissioner Whalen knows what he is doing, and we must give him time, but this Youck business must stop.

There, in a nutshell, is the story of the banana handler. All honor and gratitude, then, to brave Edward Smith! All honor to our noble banana handlers! Ladies and gentlemen, raise your banana splits! I give you the banana handlers of New York!

We take it as a matter of course that we shall find our mail on the old desk each morning awaiting us, but we are not apt to give much thought to the work that precedes its distribution to the various departments. Mr. Frank S. Palfrey gives us a few interesting facts as to how it is done down at 321 St. Charles Street.

Our Mail Bureau At New Orleans

THE Mail Bureau is open daily except Saturday, from 6:30 A. M. to about 6:30 P. M., and on Saturday from 6:30 A. M. to about 2:30 P. M.

Incoming Mail: Mail received from the Post Office is assorted promptly according to departments or individuals, stamped with hour of receipt and dispatched throughout the building by the Lamson Distributing System. Mail from the tropics is handled in the same manner. A record is kept of all registered, insured or special parcel mail, receipts being required upon delivery thereof.

Outgoing Mail: Mail is sent to the Post Office five or six times daily, until 3 P. M. Thereafter all matter is assembled in the Bureau and assorted by destination, as many

pieces for the same address as possible being placed in one envelope. Registered, insured and special pieces of any kind are recorded by receipt number, a descriptive receipt being required for registered mail. UNITED FRUIT COMPANY mail for the tropics is handled by the Company's system of numbered mail bags, with Way Bills (Form 2219 Company) and Registered Package Receipt (Form 3352).

Consignee Mail is delivered to the Bureau, with lists in triplicate, one list being checked by the Bureau before the mail is put into the bags and sealed, while the other two lists accompany the mail. All this mail is time-stamped before being forwarded.

The Post Office maintains an Air Mail Service between New Orleans and Pilot Town, at the mouth of the Mississippi River, for the purpose of bringing important mail from the ships to New Orleans and taking late mail from New Orleans to outgoing steamers. This service is freely used by the Bureau and is of great advantage, when, as not infrequently happens, very important mail is not ready to be sent to the ships before sailing time. The incoming mail by airplane is comprised chiefly of the ships' requisitions, the early receipt of which is of great assistance in expediting the storing and fitting of the ships.

The Pitney Bowes Postage Meter used by the Bureau is a great time and labor saver, making the dispatch of a heavy mail a matter of but a few moments.

Mail for Ships' Crews: The Bureau endeavors to keep up with the movements of all the ships in order that letters may be forwarded to them with as little delay as possible. This is not very easy to do, for many men—not a few of them officers—may change from one ship to another, without notifying the Bureau, or leave the ship entirely, giving no forwarding address.

Individual Mail: The Bureau handles much mail for officers and employees of the Company—not on ships—and experiences almost the same difficulty in delivering it when the addressees are on the move. While not as general as with the ships' personnel, it is still noticeable that many of these gentlemen travel from place to place, without notifying the Mail Bureau of their itinerary. Under such circumstances the Bureau should not be blamed for poor service.

The Bureau realizes the great importance of prompt, efficient and courteous attention to mail of every kind, and strives to maintain a creditable service in every particular. It would make one suggestion to all connected with the Company, or having correspondence with it: Cooperate fully with those who have the handling of your mail. It will help everybody and will eliminate all complaints about delays and non-delivery and will thus contribute not only to the easy running of the business in general, but will enable the Mail Bureau to function with greater efficiency.

UNIFRIVOLITY

By W. M. P.

FOR a February greeting we refer our readers to the Stewards Department and Messrs. Love and Valentine.

Oh, yes. February brings Washington's Birthday too. We wonder if our tropical friends render the well-known story thus: "And little George, boys and girls, stood up bravely and said, 'Yes, papa, I cut down your banana tree with my little machete.' "

Mr. T. A. Frizzell of Pier 31, East River, calls our attention to the fact that Mr. Ted Cook, in his *New York American* column, Cook-Coos, states that Congressman Frisby plans to enliven the inauguration ceremonies in Washington. "He intends to march," says Mr. Cook, "as a separate division in the parade, representing 'The Spirit of Prosperity.' He will eat bananas, symbolizing 'Plenty,' and toss the peels to the cheering thousands."

Precisely in line with the Hoover "Appeal of Plenty".

We happened to remark recently that we felt we had become quite marine-minded during the past few years.

"Oh, so that's it," exclaimed the young hopeful of the family. "Water on the brain."

A home-town friend told us that a banana stalk hung in a chicken-house attracts all the mites and thus rids the chickens of poultry's worst pest.

"That's a dandy suggestion," we commented.

"Well," drawled the aforementioned irrepressible youngster, who happened to be present, "it *might* be good."

Should the suggestion meet with countrywide acceptance, the stalk would unquestionably become mightier than the banana.

Two Fables *and a* Moral

By
W*ilson* P*openoe*

Tela, Honduras

The Most Valuable Experiments Are Those Which Prove One Point at a Time, and Prove This Point Conclusively

IN one of the northern tropical Divisions there was a farm which had never produced first-class bananas. Perhaps there were several such farms but I am talking about a particular one which, for convenience, we will call Dedos Cortos. The Overseer, known to all the boys as Uncle Bob, conceived the idea that he could turn out some good fruit, if the Superintendent would let him do as he pleased. Now, superintendents are not given to this sort of thing, but in the present case it was agreed that a small area close to the farm house would be used for an experiment.

Uncle Bob set to work. At the end of a year he had the prettiest stand of bananas you could wish to see. Good tall plants with plenty of leaves to shade out grass, every plant carrying fruit and every stem a count.

How had he produced such results? Uncle Bob was insistent that he hadn't really done anything to the area, "just coaxed 'em along a little bit."

"What about the drainage?" we asked him, when looking over the experiment one day.

"Oh. yes, I s'pose I did fix that up a bit; just opened up a few ditches here and there so the water could run off and banked up the soil a trifle around the mats, you know. But I haven't really given these plants any special treatment."

"Did you apply any fertilizer?"

"No! That is to say I *did* give 'em a little shot of nitrate once or twice just to help 'em along, but it wasn't enough to amount to anything."

"But how did you keep out grass? Usually on this sort of land grass gets in before your plants are up and holds them back considerably. How did you avoid that, Uncle Bob?"

"These plants are so strong and healthy that they just naturally shaded out the grass. Though, come to think about it, I hoed around 'em two or three times when they were just getting started, but I think they would have come through anyway, they were so strong and healthy."

And so it went. Uncle Bob had produced the bananas all right, but nobody has found out to this day just how he did it; whether it was the drainage or the weeding, or the nitrate, or a combination of all three, and if a combination, just how much of the credit should be attributed to each factor.

IN one of the southern tropical Divisions there was an Overseer on a cacao farm who decided that his trees would bear more cacao if they were pruned severely. He talked to the Superintendent about it, and they arranged to try out the scheme on one of the best sections.

The Overseer was pleased. He put in his best men and personally supervised the pruning which was done with particular care.

As he went through the section he noticed that some of the drains weren't in very good shape. Here and there were small *bajos* in which rain water was standing. "It would be a shame to have the results of my good pruning spoiled for lack of a little drainage" thought the Overseer, so he put in a gang, opened up the old drains a little better than usual and added a few extra ones for good measure.

Later, he noticed that the increased amount

of light which was reaching the ground through his severely-pruned trees was encouraging weedy growth to a serious extent. "We can't afford to lose the effects of good pruning through the presence of a few weeds" thought the Overseer, so he put in some men and had them clean up nicely.

At the end of a year the pruned section showed a considerable increase in the number of pods produced, as compared with the section alongside, which had not been treated. The value of pruning was considered to have been demonstrated.

But how much was due to improved drainage, and how much to clean cultivation? How could the value of the increased production, in dollars and cents, be weighed against the cost of pruning, without first eliminating the effects of drainage and extra cleaning?

THIS morning as we rode out to Lancetilla on the No. 92 I asked:

"Hartman, what is a variable? Now don't give me a lecture, give me a definition."

Mr. Hartman thought long and laboriously. "A variable," he finally replied, "is a quantity which can take on any value from minus infinity to plus infinity."

That was not exactly the sort of answer I wanted, but of course it stopped me and we proceeded to other subjects. When we got to the Experiment Station, Mr. Hartman promptly dug out his best authority on statistics and therein cited another definition: A variable is "a quantity that can present more than one numerical value."

I was trying to get at this idea. In many of our experiments we have failed to eliminate enough variables. Hartman said I had better put it thusly: we have failed to eliminate enough influencing factors.

There is nothing to criticize in the work of the two Overseers mentioned above. Both of them did something very much worth while. They showed effectively that they could increase the production of their farms.

But suppose we go a little farther and extend their experiments to cover large areas. How do we know, in the first place, just what Uncle Bob really did to his bananas? And assuming that we knew, how would we say whether or not all the things he did were necessary or worth while? If we went ahead and copied his formula, would we not be in danger of spending much money on some particular practice, which would not pay dividends? Most features of his system might be valuable, but one point might be of no importance. On an experimental scale, the cost of this particular feature didn't amount to anything, but applied to a whole Division, it would run into thousands of dollars.

To return to our variables, or if Mr. Hartman please, "influencing factors." The most valuable experiments are probably those which prove one point at a time, and prove this point conclusively. If we are going to conduct a pruning experiment, we should choose two adjacent areas, which, by careful examination, are found to have precisely the same kind of soil and drainage. The plants on both should be of the same age, and have had the same cultural treatment in the past. Rainfall, temperature and other meteorological factors will naturally be the same for both plats, one of which is to be our experiment, the other a check or control.

Finally, we decide that conditions on our two plats are as nearly the same as can reasonably be expected. We then prune one in accordance with our experimental ideas and leave the other alone, to be continued under the normal cultural treatment of the farm in which it is situated. Thus we have eliminated all but one variable—pruning—and when we get our results, at the end of two or three years' time, we will feel reasonably sure that any differences which appear between the specially pruned area and the check plat are due to pruning and not to some other factor or factors.

Under such conditions, we are able to evaluate accurately the merits of the particular type of pruning we have tested. We can weigh its benefits against the added cost, and arrive at fairly safe conclusions as to the desirability of putting it into general practice, always keeping in mind, of course, that a given cultural practice may be effective only under given environmental conditions, and that it is not sound to apply experimental results obtained in one place to commercial practice in another of different climate or soil, and expect the same outcome. But the idea, once demonstrated. may quickly be tested elsewhere, and from these tests may come the rapid development of improved methods.

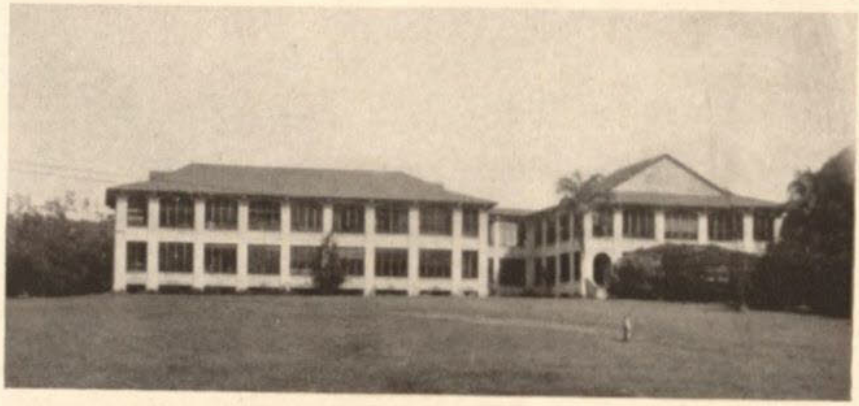
Fighting the Anopheles in Guatemala

By
Neil P. Macphail, M. D.
Superintendent Medical Department, Guatemala

Neil Macphail, one of the most widely known and best loved men in Central America

and

The Company's beautiful hospital at Quirigua



EMPLOYEES in the Tropical Divisions need no introduction to the question of Malaria Control or to the various anti-malaria campaigns carried on in their respective Divisions. It is of general interest to note the success of these campaigns in the various Divisions and for that reason we offer the results of our intensive anti-malaria campaign in the Guatemala Division.

In outlining the work at the beginning it was decided to devote attention to two main methods of attack—the elimination or treatment of breeding places of the Anopheles mosquitoes in and around all camps and dwellings, and the early and intensive treatment of the human carrier.

Wherever practical, all camp sites have been leveled and all holes filled, in order to eliminate as far as possible collections of water which would serve as breeding places for Anopheles mosquitoes. When water holes could not be drained or filled in, we have had them all treated with Paris green dust mixture once each week. This measure has proved very effective in preventing breeding, as Paris green is especially deadly to the Anopheles larvae.

The anti-mosquito work has undoubtedly reduced the mosquito index in our camps very materially and has been well worth the effort and expense involved, but in itself it is not sufficient to reduce our malaria index to a satisfactory level. The treatment of the human carrier has proved to be a most valuable adjunct to the anti-mosquito work, and on farms where the overseer has fully cooperated in the work by treating all early cases of malaria systematically with quinine, the reduction in malaria cases has been very marked.

As far as possible we make repeated blood surveys of our labor camps, and treat the inmates with plasmochin and quinine. When the percentage of infection is low we treat only those with positive bloods, but where the infection is over 25 per cent. all the occupants of the camp are treated for a period of six days with a dosage of 0.06 gram of plasmochin compound and 20 grains of quinine daily.

In all cases where camps have been treated, a second blood survey is made two days after the completion of this treatment. The extremely satisfactory result has been noted, that in no case in which we found a positive blood in the original survey were we able to demonstrate parasites in the follow-up survey made after treatment for six days.

The staff at Quirigua Hospital

Standing, left to right: Dr. Matthews, the Misses Hamilton, Pendleton, Stanow, Ellerby, Brosnan, Mendez and Solarez and Dr. Flores
Seated, left to right: Doctors Hariod, Taylor, Deeks, Macphail and Aguilar

The Paris Green Gang, which, under the supervision of the Sanitary Inspector, has charge of the distribution of Paris green throughout the Division

Up to the present we have limited the blood survey work and plasmochin treatment to our districts known to be most heavily infected with malaria, because each district requires eight days for our Sanitary Gang to treat it properly. The results are so uniform, and the effects of treatment on camp inmates so marked, that we have recently placed several camps on treatment with plasmochin and quinine given by overseers and dispensers, without making repeated blood surveys.

Our hospital statistics for the past three years furnish very interesting comparisons. Table No. One shows the number of positive malaria bloods admitted to our hospital in 1926, 1927 and 1928 by months.

TABLE NUMBER ONE

	1926	*1927*	*1928*
January	136	112	82
February	127	82	47
March	114	79	48
April	112	60	58
May	166	67	54
June	243	112	82
July	297	94	74
August	204	208	127
September	156	108	74
October	211	127	99
November	204	129	80
December	159	94	46
Total	2129	1272	871

In the foregoing table we have shown the total number of people admitted to the hospital with positive malaria. A considerable number of these cases were non-employees, which total about the same each year. For that reason the actual reduction of malaria among our employees and their dependents is really better than the table shows, since the malaria rate among non-employees and outsiders over whom we have no sanitary control remains the same.

A comparison of a few blood surveys in certain camps shows very well our progress in the campaign against the human carrier. Table Number Two gives a comparative statement of findings in certain camps at different times.

TABLE NUMBER TWO

	Total Bloods	*Positives*	*Percentage*
Yuma Farm			
Dr. Clark's Survey in 1926	60	23	38.3
Survey in February, 1927.	92	40	43.3
Survey in March, 1928..	78	11	14.1
Survey in August, 1928..	99	9	9.0
Aztec Farm			
Survey in February, 1927	89	41	46.0
Survey in August, 1928..	94	17	18.0
Seminole Farm			
Dr. Clark's Survey in 1926	45	31	68.8
Survey in January, 1927:.	54	34	70.0
Survey in April, 1928....	61	14	21.0
Survey in August, 1928.:	52	9	17.3
Mixco Farm			
Dr. Clark's Survey in 1926	53	31	56.3
Survey in July, 1928....	44	11	25.0

A comparative study of figures on hospital admissions with positive bloods, and on repeated camp blood surveys, leaves little room for doubt that the sanitation efforts are giving good results. These results can only be maintained by continued cooperation from all salaried employees in the constant education of the laboring classes and their dependents on the value of sanitation measures for prevention of malaria. Such a program, combined with early treatment of all cases, will undoubtedly result in a steady reduction in our malaria rate.

Steel and Concrete Office Building Erected in Cartagena

THE ancient city of Cartagena, Colombia, is about to have its first steel and reinforced concrete office building.

The building, as shown in the cut, is located on the Plaza, close by the entrance in the old wall leading to that part of Cartagena known as Boca Grande.

The structure, seven stories high and built entirely of steel and concrete, contains all the modern fixtures that a similar type of building would in any large American City. There are approximately 50,000 square feet of floor space in the building.

The seventh, or top floor, is to be used as an apartment. To resist heat, the walls of this apartment are built of cork on a steel frame.

The building, situated as it is within 200 yards of the Caribbean Sea, affords a wonderful view from the upper stories. It also affords an unobstructed view of the entire city of Cartagena and its surrounding country.

It is by far the largest and tallest building in Cartagena, where two story buildings prevail, with an occasional three story structure.

The building is being constructed by the Andian National Corporation of Toronto, Canada. The Andian National Corporation owns and operates oil pipe lines from the interior of Colombia to the coast.

The building was designed and is being constructed by C. MacCallum, Consulting Engineer, 17 Battery Place, New York.

The Costa Rican Flood

By A. S. *Coningsby*

Limon

It will be long remembered by men who have been and are still working in the damaged areas

THE story of the recent Costa Rican floods would be a long one, indeed, to tell in detail. However, now that the country is beginning to take stock and rehabilitate, a few words may suffice to give a mental picture of the havoc wrought. Few, even here in Costa Rica, realize the import of the loss the Republic has sustaind. For the disrupted transportation facilities have severed San Jose's connection with the Caribbean seaboard, forcing the Capital to find an outlet through the Pacific coast. This alone, without considering the damage to crops and property, is proving to be a barrier which seriously handicaps national activities.

The floods had their origin in the severe rain storm which started on November 22 and continued without abating through the 23rd, the 24th, and the 25th. The torrential nature of the downpour was appreciated when the rain gauge figures on UNITED FRUIT COMPANY'S farms were taken. The average rainfall for the week ending November 24, in the Company's four districts and Limon, was 16.98 inches. The highest figure recorded was in Santa Clara, where 20.03 inches fell.

The continued rain in the coastal region naturally caused the rise of several of the rivers, and their flooding was augmented by the numerous mountain streams which for four days added their swollen torrents to the general flood. Such rivers as the Reventazon, Matina, Pacuare, Las Layas, and Chirripo, had by that time reached an abnormal size, finally overflowing their banks, and pouring their muddy burden over the lowlands. Virtually all the Company farms were covered by water at some stage of the flood and some were completely isolated for many hours. Without doubt, this has been the worst flood the Costa Rica Division has experienced, and it will be remembered in future years by those men who have been and are still working in the damaged areas.

The Railroad was the first victim of the rising waters, as landslides, washouts, and cave-ins occurred in rapid succession at various points on the line. The brunt of the flood fell on the section of main line between La Junta and Turrialba, where in places the Reventazon River had cut the entire roadbed away, forcing its way to the bare sides of the cliffs. On this same stretch of track there were numerous slides varying from twenty feet to twelve hundred feet in length. One washout was over one thousand feet long and twenty-five feet deep, and at Torito twelve hundred feet of roadway slipped into the river and disappeared. The Las Layas River opened a new channel and obliterated eight hundred metres of track, while the Chirripo River changed its course, making its way between Twin Bridges instead of under them. It is estimated that it will be June before the right of way between La Junta and Peralta will be open for traffic.

From Turrialba to San Jose the damage to roadway and track was also heavy. Between Turrialba and Tucurrique there were thirty-eight separate slides, averaging sixty feet in length and ten feet in height. From that point on to La Gloria there were sixteen more. Three others were recorded near Juan Vinas, and several washouts occurred near the town of Cartago. However, trains were able to connect Cartago with San Jose shortly after the rain ceased.

In the vicinity of the Estrada Station there were a few minor washouts, and high water which remained for over twenty-four hours. At this point, a car was derailed and a building was carried over the track, fouling the main line. As the water gradually subsided,

trains were able to make their way slowly forward. There was four feet of water in the Estrada Station, and the station itself is four feet from the ground. The surrounding country resembled a huge lake, dotted with trees. Five hundred feet of track were washed out just west of Matina, and moved over nine feet; in addition, a row of houses was found standing on the former right of way. At the east approach of the Pacuare Bridge, the track was suspended fifteen feet in the air, with the entire roadbed gone. There were several minor slides from this point to Siquirres, but the line was repaired and opened to traffic on November 27. Both approaches at the Reventazon Bridge were washed out, and the bridge was left standing in the midst of the torrent.

Telephone communication on the Ley River Branch was disrupted, and the Banana River District was out of touch with Limon for the duration of the storm. The east approach of the Beverly Bridge was carried away, and the river cut a new channel at Cedar Valley, forcing three freight cars on the siding to the switch point. The river formed several new channels, undermining large portions of track and causing numerous cave-ins. This section of road was made safe for traffic after a pile driver and crew worked at Beverly Bridge and section gangs repaired the washouts.

Until communication was reestablished, some uncertainty as to the safety of men in the outlying, isolated farms was felt. When telephone service was again available it was found that all Company employees had successfully weathered the storm.

Although Limon itself escaped the force of the deluge, fear for the welfare of Limon residents was experienced in San Jose, Cartago, and other interior cities. These fears were quickly allayed by radio service between Limon and the Capital.

Many incidental inconveniences of the flood fell upon Limon, for during the periods of relief work in the interior there was a scarcity of such products as ice, fresh vegetables, milk, and fresh meat. Iceless drinks and canned beans were the lot of Limonites for a few days.

When the seriousness of the situation was realized, President Gougalez Viquez issued orders for the lowering of duties on foodstuffs; fresh vegetables and relief supplies were then brought into the country free of duty. Under Company supervision supplies were distributed over the stricken areas. The problem of distribution was a tremendous one, but the work was carried on with the least possible delay. Conditions are now rapidly improving, and the needs of the people are being taken care of in a thoroughly efficient manner. A great many natives, whose homes were washed away, sought shelter with others more fortunate, and crowded living conditions will exist until more dwellings can be built.

The tourist passengers from the Steamship *Ulua* had gone to San Jose the day preceding the storm, and were unable to return to the vessel. This situation was attended to immediately by Company officials, who saw to their welfare in San Jose and their subsequent safe conduct to Cristobal, via Puntarenas and the Panama Canal, thus providing them with diversions and new scenes not contemplated in the established itinerary. The *Ulua's* schedule was changed in accordance with existing circumstances, and after the passengers were taken aboard at Cristobal she returned to Limon to pick up the delayed banana cargo. The loading of the cut fruit on her first trip had been made impossible by transportation difficulties.

From an economic and commercial standpoint, the results of the floods in eastern Costa Rica played a significant part in the affairs of the nation as a whole. It has been estimated that it will be June 1, 1929, before train service will be resumed between San Jose and Port Limon. During the intervening months the Capital will be forced to use Puntarenas, on the Pacific, as the port of import and export.

It is primarily a problem of import that confronts the Republic, although the heavy rail traffic west of San Jose and the congestion at the Pacific seaport will seriously interfere with coffee shipments. In the final analysis there is but a comparatively small area that is inaccessible from both Caribbean and Pacific seaboards.

The Company at present is operating the *Banan*, a chartered vessel of 1,500 tons, between Port Limon and Puntarenas, carrying general cargo and mail. The regular trips of this boat are playing an important part in offsetting the complications that have arisen as a result of the flood.

LONG SERVICE ORDER OF THE UNITED FRUIT COMPANY

EMPLOYEES WHO ENTERED THE SERVICE OF THE COMPANY DURING FEBRUARY, 1909

Name	*Division*	*Present Position*
Edward Baxter	S. S. *Turrialba*	Master
Charles Whidden	S. S. *Toloa*	Master
Florentino Goenaga	Colombia	Lawyer
Edmond J. Largarde	Guatemala	Special Work
Easman E. Oliver	New York	Helper, Storeroom
Luis G. Ortig	Colombia	Rectifier
R. J. Meir	Colombia	Fruit Receiver

FRUIT DISPATCH COMPANY

Employees Who Entered the Service of the Company During February, 1909

Name	*Location*	*Present Position*
Herbert McNeill	New York	Secretary-Treasurer and Supt. of Credits and Claims
Paul H. Deering	Columbus	Resident Manager

Transfers and Promotions

Guatemala

Henry Kuylen, Superintendent of Farms, to Colombia Division.

J. W. Phillips, Overseer, to Tela Railroad Company.

R. G. Lent, Overseer, to Fruit Dispatch Company, New York.

W. M. Howe, Timekeeper, to Banes Division.

Eugene Borda, Overseer, to Banes Division.

Ben. T. Thompson, Overseer, to Banes Division.

W. F. Thompson, Mechanic, to Banes Division.

B. W. Rudder, Radio Operator, to Managua Station.

A. L. Wright, Stenographer, to Costa Rica Division.

Roger C. Keith, Clerk, M. & S. Department, to Boston Division.

E. Farnsworth, to Accounting Department, Boston Division.

Panama

W. E. MacHale, District Superintendent, to Chiriqui Land Company.

E. V. S. Arbouin, Chief Clerk, Exportation Department, to Chiriqui Land Company.

John J. Murphy, Chief Clerk, District Superintendent, to Chiriqui Land Company.

Frank T. Landale, Overseer, to Chiriqui Land Company.

Cristobal

V. T. Peacocke, Overseer, Perme, to FRUIT DISPATCH COMPANY, New York.

Preston

J. C. Etheredge, Assistant Mill Engineer, Central Preston, to Manager's Office, Banes Division.

Panama

Wm. Heitman, Steamshovelman, to Steamshovelman, Costa Rica Division.

Tela Railroad Company

R. E. Moore, to Engineering Department, Guatemala Division.

Boston

Alfred Ward, in training, Accounting Department, to Preston Division.

George Weir, Draftsman, Marine Department, to Draftsman, Maintenance and Repair Department, New York Division.

New York

William Healey, Office Boy, Purchasing Department, to Linen Checker, Accounting Department.

Jose B. Mayo, Purser, Accounting Department, to Cruise Conductor, S. S. *Pastores.*

C. E. Moore, Purser, Accounting Department, to Cruise Conductor, S. S. *Toloa.*

Leo A. Cross, Purser, Accounting Department, to Cruise Conductor, S. S. *Calamares.*

F. A. Best, Jr., Clerk, Accounting Department, to Clerk, Fruit Dispatch Company.

H. C. Curtis, Clerk, Accounting Department, to Treasurer's Office, Fruit Dispatch Company.

E. Turpin, Tallyman, Terminal Operations Department, to Selector, Fruit Dispatch Company.

H. Carroll, Tallyman, Terminal Operations Department, to Dealers Service Department, Fruit Dispatch Company.

C. Phillips, Tallyman, Terminal Operations Department, to Selector, Fruit Dispatch Company.

Robert J. Morrison, Stenographer, Purchasing Department, to Stenographer, Merchandising Department, Banes Division.

A. R. King, to Accounting Department, Guatemala Division.

Fruit Dispatch Company

J. B. Robinson, Assistant Resident Messenger, St. Louis, Mo., to Resident Messenger, Cincinnati, Ohio.

M. C. Allen, Traveling Messenger, El Paso, Texas, to Assistant Resident Messenger, St. Louis, Mo.

J. W. Evans, Messenger, New Orleans, to Assistant Resident Messenger, Memphis, Tenn.

A. R. Beary, Jr., Assistant Resident Messenger, Memphis, Tenn., to Traveling Messenger, Minneapolis, Minn.

L. M. Gremillion, Assistant Resident Messenger, Centralia, Ill., to Traveling Messenger, Minneapolis, Minn.

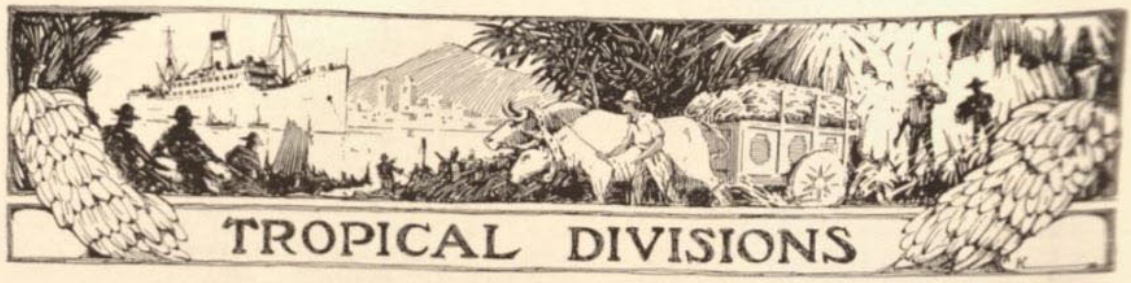
J. H. Greenwood, Traveling Messenger, El Paso, Tex., to Traveling Messenger, Fort Worth, Tex.

L. J. Juneau, Traveling Messenger, Fort Worth, Tex., to Traveling Messenger, Tucumcari, N. M.

J. A. Wallace, Traveling Messenger, El Paso, Tex., to Traveling Messenger, Fort Worth, Tex.

"Training is everything. The pecan was once a bitter almond; cauliflower is nothing but cabbage with a college education."

"Do make yourselves at home, ladies," remarked the hostess, affably. "I am at home myself, and wish you all were."



Cristobal

MR. AND MRS. W. E. ADAMS returned on the *Parismina* on December first after what must have been from all accounts a wonderful vacation spent abroad. While in England and France there was little of historic, economic or other interest they did not enjoy. In France, Paris, of course, was their headquarters with the Folies Bergères the lodestar for the male member of the Adams family. While in Paris they both developed bad colds which somewhat restricted their activities but we imagine they saw plenty.

The inmates of the bachelor quarters at Santurce Park, Colon, awoke on the morning of December 4 to find that all their wearing apparel had disappeared. Not only had clothing of all sorts been taken but the thief had even lifted their electric flat iron. When the Cristobal office opened as usual at 8:00 A. M., Messrs. Robertson, Regan, O'Neill, Osborn, Smith and Tony Daly were missing and as there had been no party the preceding night at the Strangers Club nor any report of spectacular happenings at Bilgray's the absence of all the bachelors caused much comment.

But about an hour later they put in an appearance and truly a most astonishing one. Some wore nether garments too small while others were lost in trousers far too voluminous. The same thing applied to their pedal attire. In fact one of the unfortunates came shuffling in with his generously proportioned feet forced into a pair of bedroom slippers several sizes too small. They were all anything but amiable and much inclined to vent their wrath on Murphy, imported a few months ago by Mike Lothrop, former division accountant, as a watchdog. Murphy slept as peacefully throughout the robbery as did the rest of the bachelors, or at least that is what is generally said, though we did hear it whispered that Tony Daly had gathered the impression that Murphy had helped the burglars to collect the loot, but that is something that will have to be proved.

Smith, who was a visitor to the bachelor quarters on this particular night, was the only one who came off with his wardrobe intact. Regan lost even his belt and his brief case in which he carries his lunch, and poor O'Neill lost all of his alphabetical garments.

The young ladies of the Cristobal office were especially perturbed as the Wednesday night dance at the Strangers Club was due and they feared the bachelors might not be able to secure suitable habiliments in time.

An amusing incident occurred during the recent visit of the French Cruiser *Edgar Quinet*. Several French officers called at the Cristobal office and after a mysterious colloquy one of them stepped smartly up to the counter. "Bon jour, monsieur," said he, "is zis ze United Fruit Compagnie?" Answered in the affirmative he proceeded to state that he would like to get a pineapple. Old man Simons, who was holding forth at the counter at the time, was somewhat nonplussed. "What ship did it come down on?" he asked. "O, I do not know," replied the French officer, "but I should like to get a pineapple." After much explanation in several languages including English, French, Spanish, some Italian and a little German, the visitors were made to understand that the UNITED FRUIT COMPANY did not sell pineapples over the counter and departed much disappointed.

Mr. Harold White of the Terminal Operations Department, Cristobal Division, sailed for Havana on the *Toloa*, December 2, on his annual vacation to be spent in Florida.

Mrs. Alfaretta Gould of the Freight Department resigned her position on December first and plans to sail on the *Coppename* on the sixth to join her husband who is employed in the Panama Division at Almirante.

Colonel Harry Burgess, Governor of the Panama Canal, was a passenger on the *Toloa*, sailing December 2. Governor Burgess is on his way to pay his annual call on the Secretary of War at Washington, D. C.

Another prominent passenger on the *Toloa*

was Mr. Ramon Arias, Ferond. Mr. Arias is a delegate to the Aeronautic Convention at Washington.

Mr. Fred Pauling, Division Cashier at Cristobal, fairly radiates happiness these days and with good reason, for a little lady has arrived at the Pauling home in Salem, Mass. She was ten minutes old at 6:30 Sunday morning, December 2, and her weight, without her undies, was 8 lbs., 10¾ ozs.

Cristobal Division extends congratulations to Mr. and Mrs. Pauling and wishes for the little visitor a long, prosperous, and happy life.

Messrs. Henri Brille, Martin DuPont, and Jean Grivland, engineers and designers of the French liner, *Ile de France,* were passengers bound for New York on the *Ulua* on November 27.

Mr. J. W. Seale, Jr., Cruise Conductor and Bureau of Information for Tourists at Cristobal, has left for his vacation, the greater part of which he plans to spend at Laurel, Miss. We envy Bud those honest-to-goodness home-made biscuits, corn bread and fried chicken.

By the time this notice appears in UNIFRUITCO, Mr. Chas. M. Schaefer, Assistant Treasurer of the Fruit Dispatch Company, and Mr. H. G. Schoeffler, Secretary to Mr. I. K. Ward, President of the Fruit Dispatch Company, will be back in their offices in New York, but we want to make note of the pleasure we derived at this Division from the visits of these two gentlemen and their wives. Mr. and Mrs. Schaeffer were cruise passengers on the *Pastores,* arriving in Cristobal, December 10. Mr. and Mrs. Schoeffler came in on the *Ulua* a week later.

Sam Kress, Superintendent of Agriculture, Costa Rica Division, passed through Cristobal the week of December 8. Each visit Sam makes here he finds more friends awaiting him, for to meet him is to become his friend. There are certain men in the tropics who are institutions in themselves and Sam Kress is one of these.

Because of the recent floods in Costa Rica passengers from the *Ulua* and the *Carare* found themselves cut off from Puerto Limon and stranded in San Jose. But the Company speedily made arrangements for the passengers to be brought down to Puntarenas on the Pacific Coast where they boarded the S. S. *Jamaica* of the Pacific Steam Navigation Company and the *La Perla* of our San Francisco service and were landed at Cristobal where the *Ulua* passengers joined their steamer. The *Carare's* passengers were transferred to the S. S. *Telapa.* The passengers were all delighted with the service they received and instead of a catastrophe the whole thing resolved into a real lark, and the thoughtful, courteous and unfailing attention extended them has made an additional lot of friends for the Company who will be future boosters of its service.

Miss Ann Raymond, charming daughter of A. F. Raymond, Claim Agent of the Cristobal Division, has completed a commercial course in New York City and has now returned to the Isthmus to make her home with her parents. Miss Ann sailed from New York on the *Calamares* and transferred to the *Parismina* at Havana.

MR. FRANK GREGORY CAIN, Division Passenger Agent at Cristobal, has a new house guest. This little lady, Miss Alice Cain, arrived at the Samaritan Hospital at 1:20 A. M., December 8, weighing eight pounds. Mr. Cain has won the pennant for large families in Cristobal Division, being the proud father of three sturdy boys and two dainty little girls. After passing out the cigars to the office force, Mr. Cain is contemplating an introduction party for Miss Alice.

One day last week a casual observer was struck by the general smart appearance of the employees of the Division. While the young ladies are always attractively garbed, little extra touches were in evidence on this particular day. The males of the office were scrubbed and tubbed and plumed to delight the most fastidious. There was a reason! It was the day for taking the photographs for the annual report! Out in the place of execution where the mysterious black box had been set up, there was much milling around. Some endeavored to curb their appearance of eagerness to be in evidence in the photograph; others tried to recede into the dim background.

While the pictures were being taken it was found on checking up the Accounting Department that two of the Beau Brummels, John G. McClure and Tony Daly, had failed to show up. Inquiries were made and after an extensive survey of the situation it was learned that neither of these two gentlemen was on the face of the earth. They had escaped into the ether that surrounds the Big Ditch with Lieutenant Jack Tate of the U. S. Naval Air Service in his gallant airship. We have since been told that Tony has become disinterested in sea travel and intends in future to make all his trips by air.

Apropos of the air question, Ted Blaich, the genial farm superintendent of Armila, so the story goes, intends to spend his week-ends in Cristobal. His long sojourn in San Blas has made the weekly *tamboritas* and *fiestas* of the San Blas Indians rather monotonous, and during his recent trip to Germany he became ac-

customed to wearing the usual habiliments of nice society, so while abroad he purchased an airplane which is now awaiting shipment on the docks at Hamburg. The young ladies of Cristobal are experiencing great difficulty in restraining their eagerness to view Ted's plane, and from indications he will shortly be the most popular man of the Division.

Competition is getting awfully keen, to say the least, in Cristobal. Due to the rapid increase of business, it has been found necessary to augment the staff considerably. Several charming young ladies have accepted positions in the various departments and the eligible bachelors are spending all their spare money on "Kollege-Kut" clothes and other items of adornment. Finding sartorial elegance insufficient, there has been a demand for sport roadsters without rumble seats. The latest party to fall victim to this zest for popularity is Kenneth Osborn, of the Accounting Department, who recently purchased a new, shiny Chevrolet roadster. Kenneth's popularity has thereby increased immensely.

Cristobal Division announces the marriage of Dean O. Smith of the Engineering Department, Costa Rica Division, to Miss Minette Littler of Connersville, Ind., at Cristobal, on December 24. The marriage ceremony was performed in the Canal Zone courts by Judge P. E. Murray and was witnessed by Mr. E. J. Daly and Mr. Timothy Donovan. After the wedding a charming luncheon was given at the Hotel Washington. Mr. and Mrs. Smith participated in Cristobal's Christmas festivities and left for their future home in Costa Rica on the *Toloa* sailing December 26.

It has been reported that Bob Chambers, Chief Officer of the *Calamares*, who proclaims himself a bowling expert, has challenged Harry Einerman of the Freight Department to a championship match in the Panama Canal Clubhouse at Cristobal February 5—five games, total pins to count. Having bowled all over New York City, Messrs. Chambers and Einerman are now trying to decide which is the better man in the tropics. Chambers is truly optimistic and has the courage of his convictions that he is the best bowler within the confines of the great UNITED FRUIT family. He publicly challenged the Manager of the Panama Canal Clubhouse who, we understand, is an expert bowler, and proclaimed to the newspaper reporters on the Isthmus that he was willing to take on any individual to whom his challenge found its way. In Einerman, however, Chambers will find an adversary of quality, and it will be interesting to see the result of the match.

Some years ago Mr. Harry Strong, now General Western Passenger Agent, Chicago, was a bowler of note in Cristobal Division. He was a Strong member of a strong team. If this item finds its way to Mr. Strong, we hope he will not challenge Einerman, as it would make it inconvenient and expensive for the Company to promote the match.

Some little while past, in the pages of UNIFRUITCO there was announced the number of ships handled by Cristobal Division. The week ending December 30 broke all previous records, a total of nineteen ships having been handled during that week. These ships were as follows: *Parismina, San Mateo, Toloa, San Pablo, Banan, Santa Marta, Camden, Coppename, Esparta, Hvoslef, Iriona, Heredia, Toloa, Bowden, Peru, Martha, Floreana, Uribe,* and *Hans Leonhardt.*

Mr. Edouard Piper, Manager of the Compagnie Generale Transatlantique, and Mr. Henry Chardon, Traveling Inspector of that line, were passengers to Puerto Colombia on the *Metapan* January 3.

Mr. John Gorin of our Panama City office returned from his vacation spent in Kentucky on the *Cartago* arriving at Cristobal January 5. During his trip to the States Mr. Gorin visited New York, Chicago, and several other midwestern cities.

Mr. A. W. Seale of the Passenger Department returned from his annual vacation aboard the *Cartago*. Mr. Seale spent all his time visiting relatives in Mississippi.

Mr. Vereker Peacocke, formerly of the Division Accountant's staff at Cristobal, and of late Overseer at Perme, has been transferred to the Fruit Dispatch Company at New York and sailed on the *Toloa* December 30. This is one more boy of the Cristobal Division who has made good.

Dr. Harold M. Dodds, a member of the Electoral Commission in Nicaragua during the recent Presidential election, and Mrs. Dodds, were passengers to New York on the *Toloa* sailing December 30. Dr. and Mrs. Dodds had arrived at Cristobal from Corinto, Nicaragua, on the *Esparta* December 26.

Mr. Stanley D. Honiball and Mr. Thomas Honiball, sons of Mr. O. D. Honiball, Division Accountant at Santa Marta, Colombia, passed through Cristobal on the *Corinto* December 18 en route to Santa Marta, to join their parents.

Mr. Manfrido Pincherli, Manager of the Italian Line at Cristobal, was a passenger to Puerto Barrios en route to Guatemala City on the *Cartago* January 7. Mr. Pincherli is a constant traveler on our ships and thoroughly enjoys the UNITED FRUIT COMPANY service.

Division's First Ball Game Played At Cristobal

ON the Isthmus, Christmas time not only brings Santa Claus, but it brings also the Dry Season, and with the Dry Season comes baseball! There is no other game that appeals to the entire population of the Isthmus more than our national game. In the streets of the various towns and villages of the Canal Zone and the Republic of Panama the sand lots are occupied by Big Leaguers in embryo. It is fascinating to stand by and hear the Latin-American kiddies use our time-honored American baseball terms in that accent peculiar to the Latin. Excitement prevails, as it does back of the country schoolhouse at home, and no other game can take the place of baseball among the kiddies of the Canal Zone and the Republic of Panama.

There are several Leagues on the Isthmus. There is, of course, the Isthmian League, composed of the crack players of the Isthmus and augmented during the off-season in the States by Big Leaguers from the various Major Leagues. This League consists of four teams: The Colon Silver Sprays on the Atlantic Side, the Balboa Club on the Pacific Side, and two teams, one composed of the star ball players from the various Army units and the other comprising the best players of the Naval forces stationed at the Canal. In addition to the Isthmian League there are the Twilight Leagues—one on the Atlantic Side and the other on the Pacific Side. There are also various school leagues and minor leagues which create more or less interest.

In the Twilight League on the Atlantic Side is entered the UNIFRUITCO Team consisting of employees of the Cristobal Division. This team, although requiring some practice, has all the earmarks of being one of the best teams in the League. The opening game was played on January 3 between the UNITED FRUIT COMPANY and a team representing the Receiving & Forwarding Agency of the Panama Railroad Company. The game lasted six innings (it is necessary to cut the games short due to the fact that they must be played in the twilight, after working hours). The UNIFRUITCO Team overwhelmingly defeated the Receiving & Forwarding Agency Team, scoring seven runs to the four of the latter. While not as scientific as it might have been, the game was nevertheless very enjoyable. The entire force of Cristobal Division turned out, as did the entire Receiving and Forwarding Agency, and as these were augmented by the many fans from Colon and the Canal Zone, a large crowd was in attendance.

The star of the game was undoubtedly Jack Brennan, who took the mound for the UNITED FRUIT COMPANY. Jack has all the qualifications of a ball player and on him will rest the responsibility for "copping" the pennant.

The UNITED FRUIT COMPANY Team is managed by Tony Raymond, Claim Agent of the Division, and is captained by Billy Coffey of the Freight Department. Both these men are seasoned ball players. Raymond is an old-time Colon player and Coffey at present is a member of the Colon Silver Sprays. Raymond combines a first-class knowledge of the game with the executive ability to command absolute discipline and obedience—the prime factors in the make-up of a team. In addition to these two men the team is composed of Paul West, first base; Eddie Lowande, second base; Jimmie Campbell, third base; Wallie Peterson, catcher; Jack Brennan, pitcher; Luke O'Neill, right field; Tony Raymond, center field; and Charlie Wills, left field. In addition there are Days, Antich, Simon, Robertson, Einerman, Eberenz, and Doran.

Following is the box score of the opening game:

U. F. CO.	AB	R	H	PO	A	E
Wills .....LF	3	1	1	0	0	0
Coffey .....SS	3	1	0	1	2	1
Lowande ...2B	3	0	1	2	1	0
Brennan ... P	3	1	1	1	1	0
T. Raymond CF	3	1	1	1	0	0
Campbell ...3B	3	0	0	1	5	0
West 1B	3	0	0	6	0	0
O'Neill ....RF	2	0	1	1	0	0
Days .....RF	0	1	0	0	0	0
Peterson C	1	2	0	5	1	0
Totals	24	7	5	18	10	1

R & F A	AB	R	H	PO	A	E
Coman 2B	4	0	0	0	1	0
Huff .....RF	2	0	1	0	0	0
Genthon ...RF	2	0	0	0	0	0
Ensinger 3B	1	1	0	1	2	1
Greiner C	3	0	1	9	0	4
Jones .....SS	3	0	2	3	0	0
Honelin 1B	1	2	0	4	1	0
J. Raymond.CF	3	1	2	1	0	0
C. Wirtz ..LF	1	0	0	0	0	0
Drake .....LF	2	0	0	0	0	0
Graham .... P	2	0	2	0	0	2
Taylor ..... P	1	0	0	0	1	0
Totals	25	4	8	18	5	7

Score by Innings	1	2	3	4	5	6	R	H	E
U. F. Co.	0	1	2	0	1	3	7	5	1
R & F A	1	0	0	2	0	1	4	8	5

Summary: Two-base hits, Raymond, Greiner, Brennan. Three-base hits, Graham. Stolen bases, T. Raymond, 2; Campbell, 1; Days, 1; Ensinger, 1; Jones, 1; Drake, 1. Double plays, Homelin to Jones; Coffey to Lowande to West.

Hits, off Brennan, 8; off Graham, 5 in 5 and ⅔ innings. Wild pitches, by Graham, 2; by Taylor, 1. Struck out, by Graham, 8; by Brennan, 3. Base on ball, off Graham, 2; off Taylor, 1; off Brennan, 3. Hit by pitched ball, Coffey and Peterson by Graham; Ensinger by Brennan. Passed balls, Greiner 2. Earned runs, U. F. Co. 3; R & F A 3. Scorer, Schaefer.

It is expected there will be a play-off between the Panama, Colombia, Costa Rica, and Chiriqui Divisions, and the Honduran, Guatemalan and Cristobal Divisions, for the championship of the UNITED FRUIT COMPANY. The deciding game will probably be played at Cristobal and we sincerely hope the Cristobal Division Team will be on the bases in the Series.

Guatemala

Christmas at Quirigua

FOR days the genial members of the large "family" of Quirigua Hospital hastened to and fro, during their hours off duty, laden with suspicious-looking parcels and packages of various hues, sizes and shapes. Brightly colored ribbons and papers were utilized by busy hands in preparing the presents to be distributed to the employees and their families, and to the patients, during Santa Claus' annual visit.

In the wee small hours of Christmas morn the patter of feet indicated that the final preparations were under way for the event to which the humble workers of Quirigua had long looked forward with eager expectancy. The day was dark and dreary, with a dull and dismal sky, and a drizzling downpour of rain gave a gloomy aspect to the exterior of the hospital, relieved only by the gorgeous array of flowers in the surrounding grounds, and the hills of wondrous beauty which circle the hospital at a distance.

The disagreeable and unpleasant appearance of nature was in marked contrast to the spirit of joy and happiness which prevailed within. Merry greetings were received from everyone encountered; and at an early hour a round of visits were made to the nearby homes to exchange the compliments of the season. This began in reality the festivities of the day, as the hostesses had provided Christmas trees burdened with gifts for all. None was too old or too young to be remembered; and the refreshments served made everyone realize the delightful sensations which emanate from the proper manifestation of the Christmas "spirit". In the meantime, however, Dr. Macphail was quietly and secretly extending his own style of Christmas greetings to his large "family" of second-class employees, in a substantial manner which definitely answers the query, "What's in a name?" by an emphatic "Nothing!"

The first banquet of the day was given to the orderlies, maids, yardmen, and all the other employees of the hospital who perform their menial but necessary duties throughout the year. It is impossible to adequately describe the scene in the dining room. The walls of the room were covered by the symmetrical green leaves of the royal palm and long-needled pine, which made an attractive background for the poinsettia (here appropriately known by the name of "flor de pascua"—Christmas flower), while the tables were profusely decorated with garlands of rose-colored coral flowers and Hibiscus, freshly gathered from the gardens of Quirigua Hospital.

It is doubtful whether the enticing decorations were noticed by the diners, however, as the tables also contained other things of more immediately material importance if not appealing so strongly to the esthetic taste. The tables almost bent beneath the weight of the tempting victuals. Wouldn't this menu arouse the jaded appetite of even a blasé New Yorker? Delicious soup; flavory turkey, beef and pork; mashed potatoes, arroz con frijoles (specially prepared native dish of rice and beans); baked plantain; cabbage au gratin; aguacate (alligator pear) salad; rolls; sweet cakes; fruits; nuts; candies; cigarettes.

Plenteous supplies of an extremely palatable drink, consisting principally of pineapple juice, were freely distributed. Each diner received packages containing apples, oranges, nuts, chocolates and other candies, dates, figs, sweet biscuits, grapes, etc., to be taken home to members of his family.

The "waitresses" were the charming nursing staff—Misses Ellerby, Brosnan, Hamilton, Pendleton, and Storrow, and the Senoritas Mendes, Martines, and Solares. What they lacked in technique they made up in enthusiasm. Dr. Aguilar and Dr. Harrod were very much in evidence, while Mr. Flores participated as official photographer.

In the afternoon the patients were given a somewhat similar banquet; while in the evening a joyous and happy—but exhausted—party gathered in Dr. Macphail's quarters for the final celebration of the day. In addition to the mem-

bers of the staff, referred to above, those in attendance were Dr. W. E. Deeks, Mr. James S. Cudlipp, Mr. and Mrs. Meiggs, Mrs. Aguilar, Mrs. Taylor, Mr. Weldron, Mr. and Mrs. Wightman and their daughter Betty, Mr. Hamilton of Tehuana, and Mr. Lake of Bananera.

All these words fail entirely to convey a proper conception of the atmosphere prevailing in Quirigua Hospital on this Christmas Day. The reader must draw upon his imagination to visualize the joyful hearts and smiling faces of the native employees and patients as they were grouped around the festive tables. However, the author of this article can now understand why Dr. Macphail and Miss Ellerby are the most popular people in Central America, and beloved by the natives as well as by the "foreigners" who come in contact with them. The hospitality extended to visitors by Quirigua is proverbial; but only on such an occasion as this can one fully realize the spirit of love, self-sacrifice and humanitarianism which animates Dr. Macphail and Miss Ellerby. They have been true missionaries of good will for the extended period they have been in Guatemala, and it is hoped by all that the future will bring them ample compensation for the happiness they have given to so many people—rich and poor alike—during their many years of arduous labor in the American tropics.

Thus "Santa Claus" came to Quirigua Hospital, and in this far off isolated spot gave a new token that at least two of the fundamental principles of Christianity are still present in the world today—Love and Charity.

WITH the jingle of merry Christmas bells and the rhythmic step of eager dancing feet the Virginia and Bananera Clubs staged a happy party in the Bananera Club Hall on Saturday, December 22. The Club was decorated with brilliant-colored lights, palm leaves, and streamers of bright paper. The Marimba Band from Zacapa with the aid of Mr. T. J. Walsh's masterful direction, furnished the melodies and "make you want to dance" music. Beginning at nine o'clock the merrymakers made the moonlit night ring with songs and cheery sounds till the early morning hours. A midnight lunch of special sandwiches, coffee and salad was served. Some of the less enthusiastic ones slipped away early in the evening at two o'clock—but they missed the fascinating effect of streamers of bright paper flying through the air; the wild noise of tin horns, paper snakes and encores; the lively tagging of audacious men; the beautiful and artistic Charlestoning of Mr. Weaver and Mrs. Daniels; the clever act Mr. Hamilton put on; and the unofficial beauty prize of the evening awarded to Mrs. Millet.

At seven in the morning each guest gracefully wended his separate way homeward, enthusiastically proclaiming that this dance party was the best we have ever had, and hoping that Santa Claus wouldn't be offended because everybody had such a good time two days before Christmas Day, here in the amiable tropics, where the snow is not and Yuletide comes but once a year.

IT is with sincere regret that we announce the death of Mr. Jack B. Mers, our Roadmaster, on December 28, 1928, in Quirigua Hospital.

Mr. Mers was an old timer with the Company and had spent most of his life on various construction jobs in the tropics. As a young man he served with the U. S. Army in Cuba, and at the end of the Spanish American War worked with the Government on the Canal. He joined the Company in 1916 and was employed almost continuously since that date, having spent the past six and a half years in the Guatemala Division. "Jack" was greatly admired for his sterling qualities, and had many friends scattered throughout the Tropical Divisions of the UNITED FRUIT COMPANY.

Almirante

EVERY Friday afternoon now there is a bridge party, for the ladies of Almirante have organized what the masculine portion of town term "The Auxiliary of the Almirante Club." According to the inner circle, rules are strict and rigidly adhered to and the graduates of the Auxiliary will be qualified to write a synopsis of "Bridge" that will move the famous Work to edit newer and more complete editions.

Thanksgiving came and went. And how! The Club offered for our approval another dansant which was more of a success even than previous successful affairs. This time the setting was the Pastime Club—music by Connolly—and we checked up and found that everyone who had ever mentioned dancing was present in fine trim. We can't say anything more convincing about this affair than that we had the expected time. Jimmy Gallagher himself could remark *"nada mas."*

We placed the placard "Welcome to our City" in a conspicuous spot. Why? To say

Hello to Mrs. Bowen, who arrived December 6. We hope she will find the town as interesting as reports have it. Mrs. Bowen takes her place as a member of the Accounting Department and will join that group in getting those annual reports ready for Boston.

Messrs. Miskell and MacHale are once more with us. We didn't notice the menus on the New York boats, but according to Benny's appearance and the genial smile of Mac, the culinary art of the Fleet has been acknowledged as 100 per cent.

There has been much talk of forming a December Birthday Club—what with all these birthdays just before Christmas. While we are mentioning them we wish many more years to the Misses Brosius and Connolly, Mrs. Miskell, and Messrs. LeBlanc and Keating. There have been cakes and pink candles galore and much congratulations, making these birthdays just like any others we know.

There were twenty of us present at the bridge and reception to Mrs. Bowen at Mr. and Mrs. R. Paterson's home the evening of December 15. Mrs. Adams calmly played her way to the first prize while George Rice carried home the first for men. Not to be outdone, Miss Gertrude Hazen and Bill Keating arranged a corporation and cornered both boobies, accepting them with an air of "To the victors go the spoils." When we adjourned, with our usual reluctance to leave, a vote of "a good time was had by all" was unanimously offered Mr. and Mrs. Paterson.

Each boat has brought returning vacationists and visitors and new employees to Almirante. We detail the latest arrivals:

Mr. W. E. Hunott, our steamshovel man, spent his vacation in Arkansas. In returning to Almirante, he brought Mrs. Hunott and their son Everett to make their home at Guabito.

Mr. W. W. Gierhart, of the Merchandise Department, while vacationing in New York City, among other things saw the Graf Zeppelin, all the late "talkie" movies, and Al Smith of Brown Derby fame.

Mr. William Horten, of New York State, has joined the Agriculture Department as Farm Timekeeper.

Dr. L. McGuire, Physiologist of the Imperial College of Tropical Agriculture at Trinidad, B. W. I., spent a week in the Division in connection with special research work pertaining to banana disease.

Mrs. J. P. Dannahy and family returned from vacation via Limon. It is noted that our Superintendent of Exportation is more docile now.

Dr. and Mrs. Brosius and their son Curtis sailed November 21 for vacation in New Orleans, and Havana, returning via Puerto Colombia. We would like to wager that the Doctor met all boarding passengers at Cristobal with a view of determining possible bridge opponents for the trip to New Orleans.

Miss Evelyn Richardson is our new school teacher from Little Rock, Ark., and is now in charge of Guabito School.

Sr. Don Jose Hernandez Sanchez, Governor Province de Limon, with four Costa Rican officials, recently spent a few days inspecting various Government Offices in Sixaola and Talamanca. On their return to Limon the party expressed themselves as very much pleased with the courtesies and facilities extended them by Panama Division.

Dr. Alexander F. Skutch, who is working under the direction of the National Research Council and Johns Hopkins University, is a recent arrival and will spend several months in botanical studies.

Mr. and Mrs. E. A. Deems sailed November 29 for Puerto Castillo, where Mr. Deems will take up duties in the Construction Department.

The Panama Division may not be exporting the best in Changuinola Nines this season, but we are exporting employees to other Divisions. The Chiriqui Land Company is coming in for its share and there are still more transfers to take place.

Upon inquiry as to why Mr. Georges Wilmet had offered no cartoons for this issue of UNIFRUITCO, he stated that most of his time had been spent in dashing off cartoons for the amusement and education of his daughter, who joined us November 20, 1928. Upon referring to our "Speeches of Welcome" we finally decided that we could say nothing more convincing than "We feel sure that Guabito is as glad to greet the new member of the Wilmet family as we are to find something of G. W's pen in UNIFRUITCO."

A Common Description

Christmas Guest (angry at being kept waiting at the station): "So you had difficulty in finding me, eh? Didn't your master describe me?"

Chauffeur: "Yes, sir, but there are so many bald-headed old buffers with red noses."

—Banana Budget

The Races At Guabito

THE December races were run off at Blair Park, Guabito, December 15, before a large and interested crowd. After several days of showers and threatening weather Saturday turned out to be an ideal day even though the track was a bit soft and slow. Seven races with purses totaling $730. were run off on schedule without any serious mishaps. The program was:

FIRST RACE

Untried Race. Distance, 3 furlongs. Purse $90. Open to all Costa Rica and Panama bred horses (except thoroughbreds) never having been entered in any previous race meet. Winner $60. Second $20. Third $10.

Winner: Baby Star—A. M. Surgeon. Pool paid $1.75.

Second: Wild Gold—D. Cover.

Third: Glorita—A. Jensen.

SECOND RACE

Farm Horse Race. Distance, 3 furlongs. Purse $85. Open to U. F. Co. farm horses, barring Dixie Flyer, Silver Streak and Shamrock. Winner $55. Second $20. Third $10.

Winner: Ace High—A. Jensen. Pool paid $3.25.

Second: White Star—W. Earle.

Third: Spark Plug—F. Landale.

THIRD RACE

Maiden Race. Distance, 3½ furlongs. Purse $90. Open to all Costa Rica and Panama bred horses (thoroughbreds barred) except winner of first money in this or any previous meet. Winner $60. Second $20. Third $10.

Winner: Dixie Flyer—A. Jensen. Pool paid $5.10.

Second: Upset—A. Jensen.

Third: Wild Gold—D. Cover.

SPECIAL REQUEST

Native Mule Race. Distance, 3 furlongs. Purse $25. Prize, winner all entry fees except one. Second, refund of entry.

Winner: Harry—J. Calhoun. Pool paid $3.00.

Second: Puss—F. Landale.

Third: Tom—W. Earle.

FOURTH RACE

Open Race. Distance, 4 furlongs. Purse $120. Open to Costa Rica and Panama bred horses only. Winner $75. Second $30. Third $15.

Winner: Ace High—A. Jensen. Pool paid $7.

Second: Reflejo—A. Jensen.

Third: Shamrock—D. Cover.

FIFTH RACE

Pony Race. Distance, 3 furlongs. Purse $75. Open to all horses 53 inches and under. Winner $45. Second $20. Third $10.

Winner: Duece—A. Jensen. Pool paid $2.35.

Second: Bad Stallion—A. Surgeon.

Third: Glorita—A. Jensen.

SIXTH RACE

Farm Horse Race. Distance, 3 furlongs. Purse $85. Open to U. F. Co. horses only, except winner Second Race barring Dixie Flyer, Silver Streak and Shamrock. Winner $55. Second $20. Third $10.

Winner: Upset—A. Jensen. Pool paid $1.65.

Second: White Knight—F. Romero.

Third: White Star—W. Earle.

SEVENTH RACE

Open Race. Distance, 4 furlongs. Purse $160. Open to all horses. Winner $100. Second $50. Third, refund of entry.

Winner: Baby Star—A. M. Surgeon. Pool paid $2.15.

Second: Reflejo—A. Jensen.

Third: Starry—A. Surgeon.

A. F. JENSEN, with his string of Reflejo's colts from Farm 5, walked away with the big end of the purses and it is understood that he backed his winning entries in the pool. Ace High proved to be the best of his string, but Upset, Duece and Dixie Flyer also proved to be worthy daughters of the big good-natured stallion, Reflejo, who is passing his prime, but is leaving a goodly number of youngsters to carry his colors in future races. All but 7 of the horses entered in these races were bred and raised on Company farms and their fine condition and appearance reflects the care and attention given them by the Overseers and attendants.

The Surgeon entry, Sea Water, a Tidewater filly, took a tumble in the third race, disappointing those who had made her favorite in the pool. The fall evidently slowed her up because she was expected to show near the front in the fourth race. Baby Star, the first Starry Colt to run here, proved to be a winner and a credit to her sire, the big Irish thoroughbred stallion belonging to Surgeon Brothers of Bocas del Toro, who purchased him after he had received an injury on the Juan Franco track at Panama City.

The Special Request Native Mule Race proved that the West Indian proverb "Jackass doant business in hawse race" does not apply in all cases. All entries stayed on the track and finished the race instead of going in all directions.

We have a number of young horses which will be ready for the spring races and we expect some interesting events between them and Starry's colts.

A great deal of credit is due the Committee and others for the work they are doing in improving the breed and condition of stock and for furnishing interesting sport and amusement.

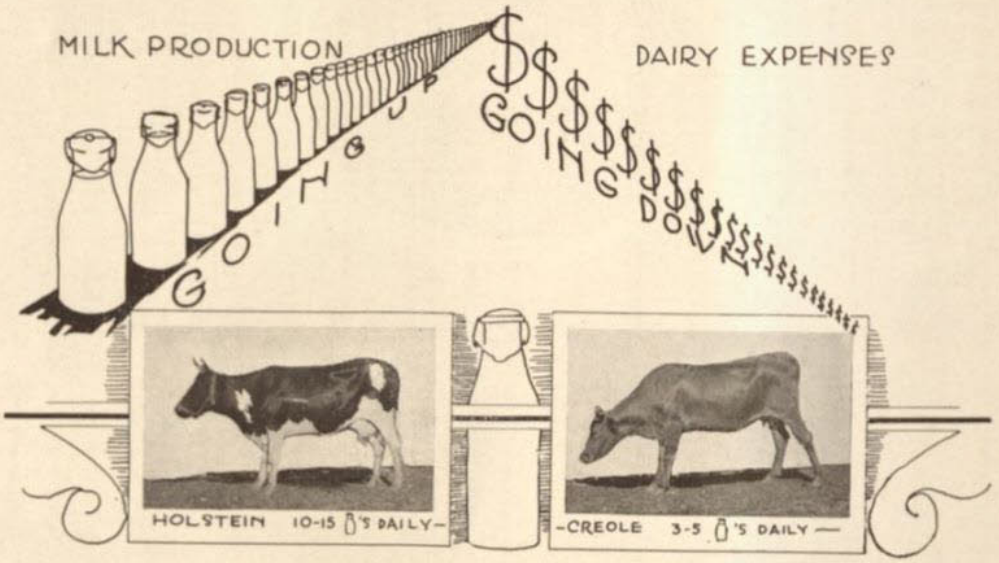
Beautiful Bananaland Babies

1 *Jimmy Moore* 2 *Dorothy Caroline Speh* 3 *Jane French* 4 *Ian Crichton* 5 *Walter Roy Dew* 6 *George M. Brayton, Jr.* 7 *Alma Ruth Marchesini* 8 *Hector Bustillo* 9 *Vereker Mais* 10 *Jimmy French* 11 *Hilda Maier* 12 *Ruth Ehrler* 13 *Ida Blanco* 14 *Barbara Hatch*

Tela's Tots Tell Tale!

1 *Margaret Hope Abbott* 2 *Octavio Jose Schofield* 3 *Merceditas Zacarias* 4 *John Paul Rutherford Falconer* 5 *Children of Mr. Andy Garsaud* 6 *Mildred Gloria Brayton* 7 *Martha Lee Beasley* 8 *Enriqueta Bustillo* 9 *Celina Delgadillo* 10 *Olga Martinez* 11 *Gloria Watson* 12 *Luis Augusto Maier* 13 *Aubrey Chute Eden* 14 *Ida Marina Watson*

WHAT Mr. EDGAR SARA TELLS US ABOUT THE BANES DAIRY


MILK PRODUCTION
GOING UP
$$$

Just CHATTER FROM CASTILLA

WE were glad to have the General Manager of Banana Divisions, Mr. A. A. Pollan, and Mr. T. J. Barnett with us for a few days. The famous song "Yes, We Have No Bananas," was written about Castilla years ago. In those days we tried to look happy when visitors came but it was a hard job. Things have changed. Castilla will ship 7,670,000 stems of the best in 1928. Mr. Pollan found us in good working trim and we are sure he was pleased with the results.

A little get-together party and dance was held at the Club during Mr. Pollan's stay. Our Manager introduced Mr. Pollan as "One of our best friends," and so he proved to be. In a few words he summarized our year's accomplishments, pointing out the obstacles that had been successfully overcome by hard work and one hundred per cent. cooperation on the job. While listening to Mr. Pollan that wonderful feeling of "pride in the job" went a few degrees higher.

Dancing to the music of the "Banana Six" brought a very helpful and enjoyable evening to a close. Mr. Pollan met and talked with us all, and Mr. Barnett renewed old friendships.

Johnny Moore, Superintendent of the Electrical Department and author of "How I Bid No Trumps—and How," arrived on a late *Carrillo* from Jamaica, where he succeeded in mixing pleasure with business for a few weeks.

Miss Mignon Arscott, of the Accounting Department, returned from vacation on the S. S. *Castilla*. Mignon arrived here from New York with a permanent wave, 24 packages of rice flakes and some new Victrola records. We can understand the permanent and the records, but why the rice flakes?

While "Chief" Bailey, Russell Waterhouse and Kenneth Block, Farm Superintendents were attending the recent Fruit Dispatch Company's Convention in the "Bad Lands" of Illinois, much apprehension was felt here for the safety of Chicago's gunmen, thugs or what have you.

Luigi Rowlett arrived early in November and assumed his duties in the Marine Department. The family did not come down with him but are expected in time for the Christmas holidays.

A cordial welcome is extended to Mr. H. S. Bonney, who arrived recently for the M. & S. Department. Mr. Bonney is an old timer in the tropics, having served several years with the Cuyamel at Puerto Cortez, Honduras.

William P. Burke, Farms Department, is vacationing in the Ozarks of Arkansas.

D. J. O'Sullivan, our local Accountant, accompanied by his daughter Nora, arrived back home on a recent *Turrialba*. Mrs. O'Sullivan and the baby will remain in the States for a while.

Dr. Wm. A. Hutchinson got a decided break on this year's vacation. His time in the States will include Thanksgiving, Christmas and New Years Day. We're willing to bet a plugged *real*, however, that the holidays here in Castilla will include lots of items that "Hutch" will miss at home.

Miss Rosemary Allen, daughter of Mr. J. R. Allen of the Transportation Department, returned to Havana after a few weeks spent with her father.

F. G. Hammerle, former employee of our Electrical Department, has resigned in order to return to college.

Among those fortunate enough to spend Christmas and New Year's holidays with their home folks are: H. S. Bailey, R. V. Waterhouse, Harwood L. Jones, R. B. Kesling, C. E. DeLawder, A. C. Jones, W. R. Buote, L. R. Mills, A. P. Lawrence and Francisco Ramirez.

Messrs. J. E. Short and E. Erickson have left for Guatemala and Norway, respectively, where they will spend the holidays.

Dr. Jesús Bendaña and family are now enjoying their vacation in Guatemala City.

Mr. T. W. Watson has departed for Tela where he will get "hitched" and pass the holidays. Congratulations, Watson.

We take pleasure in welcoming the following new employees:

Accounting Department: Norman Lothrop.

Agricultural Department: Randolph Wilkinson, Lawrence Rosen, Wilfred Brownell, Oscar Kelsea, John Verrill, Hiram Hathorn, John O. Fredrickson, Guy W. Cantrell.

Electrical Department: Walter L. Bryant.

Mr. Ernest Deems, who was transferred from Almirante, recently arrived accompanied by Mrs. Deems. We are mighty glad to have them with us.

Adrian "Panama" Ramirez is with us once again. When Panama left us he had no intention of returning but somehow he just had to come back and play ball with Castilla again.

The Masons gave a fine Christmas dance on the 22nd instant to which everybody was invited. It was a big affair and there was so much music (orchestra and marimba) that everybody danced themselves out.

To three Carib men and one woman, at least, the S. S. *Pacuare,* on her last trip from Tela to Castilla, must have looked like the finest ship afloat. Just when their smashed-up cayuco was ready to sink, along came Captain Pengelley, who rescued the four and brought them over to Castilla. When found, after more than three hours in the water, one of the men was religiously clinging to a three-foot anchor, which should prove conclusively that mind is stronger than matter and might also tend to clear up doubt as to just where the Carib originated. Salvaging a three-foot anchor from a possible watery grave has all the earmarks of a Scotch trend of mind.

Preston

ON December 22, the Guaro Men's Club, ably assisted by the ladies of Guaro, gave its Divisional Christmas Dance at the Club House. The hall was tastefully decorated with branches of various shrubs and with maidenhair and other beautiful ferns. The excellent playing of the Guaro orchestra helped greatly to make the dance most enjoyable. Harry Seipel at the drums, Opperman at the piano, Sparks with his "sax," and Jacoby, alias "Lindy," with his violin, are certainly a combination hard to beat when jazz rules the festivities.

A sumptuous supper was served, thanks to the untiring efforts of the ladies.

Prestonites, led by Mr. Schuyler, General Manager, and Mrs. Schuyler, attended in force. During the supper interval, Mr. Bell's radio broadcasted the program from WEAF. The radio was entirely hidden by the decorations and the music came as a complete surprise to the visitors.

Christmas was observed at Preston with the customary celebrations. The children were entertained with a Christmas tree at the American Club. Toys were distributed to all of them by Santa Claus (impersonated by Mr. C. H. Chippendale). The grown-ups seemed to enjoy themselves at the party as much as the kiddies.

On the night of December 24, a Children's Party was given in the Club House by the Ladies' Club. Forty-three children were served a delicious dinner while their parents partook of a buffet supper. Shortly after the last child finished his cake and ice cream, a commotion was heard at the door and Santa Claus appeared calling greetings and good wishes. He made his way to a Christmas tree glowing with electric bulbs and other decorations around which were stacked many packages. The older children voiced their welcome to Santa in recitations which were rendered in a manner most gratifying to their mentor, Miss Magee. A present was provided for each child. By the time Santa Claus had waved his farewell, many little heads were drooping with weariness, so clinging to their treasures they were carried home.

A dance, under the auspices of the Preston Athletic Association and the UNIFRUITCO Club, led by their respective Presidents, Mr. J. P. Percy and Mr. N. V. S. Mumford, was attended by the entire Division on December 29 as a New Year's celebration. An excellent midnight lunch was served under the supervision of Mr. McDevitt. Favors were distributed and all joined in the Grand March.

THE 1929 operating season, or *Zafra,* got off to a flying start, with the cutting of cane on December 26, 1928, and grinding on January 1, 1929. When the Haitian Government last July prohibited emigration, the outlook was dark for a time as nearly all of our cane cutters had formerly been secured from Haiti. However, we have been able to secure sufficient laborers in the western sections of Cuba to enable us to start with a complete organization and to maintain a plentiful supply of cane at the mill. The Cuban Government has abandoned the restric-

tive policy and the prospects for a bumper crop are good. We have had nine months of "dead season" and are eager to get to work.

The work attendant upon transporting and establishing in homes some six or seven hundred laborers and their families has made the past four months trying ones for the men on the farms and they were glad when the *Zafra* started and their efforts were proved worth while.

Recent arrivals assigned to the Agricultural Department are: P. A. Cossmann from Nova Scotia; J. A. Cox from Ontario; J. A. Ford from South Carolina; and Ralph Pontius from Ohio. Mr. Cox was previously employed in this department during 1926.

Among the new arrivals occasioned by the starting of the 1929 crop were the following old friends: James Antill and Joseph Blanchard, Houma, La.; F. W. Mueller, Franklin, La.; and Roy Watson, Mitchell, Nebr. New faces included: P. J. Minville, Jeanerette, La.; Leo Houston, Sugar City, Colo.; W. K. Engel and E. R. Betancourt, Havana; C. G. Sexton, Van Beuren, Ark.; and T. E. Quirk, New Orleans, La.

We were glad to have a chance to welcome all the boys, especially in view of the fact that now the crop has started they will be so busy that in all probability we shall not lay eyes on them again for the balance of the season. But —*hasta luego!*,

Miss Burgess of Chicago, Ill., is visiting her sister, Mrs. G. E. Mason.

Miss R. Belanger of Boston, Mass., has taken up her duties in the Accounting Office here. We extend her a hearty welcome.

Mrs. S. E. Jones, and her daughter, Phyllis, were among the departures noted in December.

Costa Rica

Christmas in Limon

THOSE who had successfully fought the temptation to give way to a premature exuberance of spirits the previous night gazed anxiously at the dawn on Christmas morning as it crept up from the Eastern horizon. The townsfolk of Limon pushed aside their curtains, earnestly searched the early morning grayness and sank back to bed perturbed of spirit. The farm people, awakened from sleep (that sleep of Christmas Eve which throughout the ages has never had the tranquillity characteristic of all other nights), aroused by a strange restlessness and by the slow emerging into visibility of the inanimate objects of the room as dawn drew its dim gray outlines upon the darkness, tiptoed softly—as one does at such a breathless hour—and saw the banana palms silhouetted against an uncertain sky.

Would they have a tropical Christmas Day? Would they be able to say it was all worth while? Would their Christmas cards, bearing scenes of tropic splendor and sun-kissed palms, be truthful to their friends—those friends who lay huddled beneath blankets, fearful of the all-encompassing iciness of the outside world which awaited them? Would they have to lie like gentlemen for fear of spoiling the illusions of those "at home," knowing all the time that the only resemblance to a tropical Christmas their day possessed was a tropical downpour unimaginable by any but tropical people?

But the dawn came up on Christmas Day in Costa Rica and its uncertainty gradually vanished. Six o'clock saw a blaze of golden sunshine pouring its precious rays into the leaf-sheaths of the bananas; laughing its way through the shade of the cacao; dancing from wave to wave along the shores leading to Limon; and arousing from slumber in the Limon houses even those whose exploits of the previous night inclined them to sleep on. It was to be a real tropical Christmas Day. Those for whom the morning baseball game was the pinnacle of their day's ambition, exulted. The kiddies and the doting parents, for whom the afternoon Christmas party, with its Christmas tree and its ancient-garbed but most modern-tongued Santa Claus, meant everything, also exulted. So did the dancers, who visualized the revels in the Community House; who danced already to the saxophone and violin; who saw a tropical moon splashing with silver the palm leaves of Hospital Point.

But, later, with the ball game a memory and the kiddies' party fading into the past, day became uncertain; grayness crept upon Limon and, when the dance was at its height, swept away were the illusions of tropical nights. Came the deluge. But, though it persisted, oblivious were the dancers. Lucullus had already gone his way, sad at heart, outfeasted by these moderns. Many other phantom shapes flitted through the room. Terpsichore hardly touching the floor. Bacchus—yes, Bacchus was there—his voice now whispering slyly in the ear of even the well-intentioned, now ringing uproariously through the rafters. And Pan—I'm sure Pan was there.

Came 4 A. M.—all too soon. Forbidden was the privilege of watching another dawn break; one must sleep sometimes. Tomorrow's dawn would be unseen, but, after all, who cared? "Tomorrow I may be myself with yesterday's seven thousand years."

Tennis

THE return of Mr. Kress on December 6 signalized fresh activities on the Limon tennis courts. Mr. Kress set out to regain the championship of the Limon Tennis Club, but in spite of a new racket, he found our present champion, Mr. Ben Scoltock, again too good for him. We did have visions of a new champion when Mr. Kress took the first set at 6-4, but the pace was "too hot" and Mr. Scoltock ran out winner with the next two sets at 6-3 and 6-2.

Mr. D. J. Cloward is third on the championship list but, owing to his work in the reconstruction of the Railroad, he will, unfortunately, be unable to take further part in the championship for several months.

Other members of the Tennis Club have been playing quite regularly and one Sunday we had the three courts in use and four or five "tennisites" ready to occupy the first vacancy. Doubles matches seem to be gaining in popularity, with Messrs Wetmore, Upstone, Humason, and Kossen the chief culprits.

Siquirres Takes First Game on Limon Diamond

ALTHOUGH the score was very close (7-6), Siquirres feels that the game played on Christmas Day was won by a large margin, and they all went home happy over their team's first victory on the Limon field. Siquirres is now positive that the Limon team has won its last game.

Kelly pitched a good steady game for Siquirres and his victory was well earned. Hughes kept the spectators amused by his steady chatter and his fielding at second. Big Davis stepped into one of Haase's fast ones and the ball is still going. "Pinkie" Wilson, Siquirres' left-fielder and a heavy hitter, who hails from Texas, says, "Once a Texan gets on top he stays there for keeps."

The Lineup

Limon		*Siquirres*
Jones	C	S. Davis
Haase	P	Kelly
Rambo	1B	Miller
Hughes	2B	W. Davis
Larkin	3B	Condon
Harrison	SS	Smith
Gordon	RF	Van Zee
Clemmer	CF	Baker
Penrod	LF	Wilson

THE Construction Department has been very busy of late and houses seem to be springing up like mushrooms. The fact that there was not "much room" in the Nurses House decided the Department to redesign and make the old four rooms and surrounding veranda into eight rooms. But we have only four nurses now. Where are the others, Doc?

The Stenographers House has also been under reconstruction and work is well on the way to completion. Those lucky fellows who in the past have been invited to the girls' parties had great fun in the original 8' x 12' veranda. What will happen in the new 12' x 50' one?

With the building of several new houses, the lighting of the tennis court, and the completion of the new swimming pool, Siquirres is seriously rivaling Limon as a social center.

At last! A use for the Guapiles house, which has been moved to Limon. It takes a big man to fill a big house, and Mr. Cloward fulfils the necessary requirements.

Stork Department: Activities have been resumed with the arrival of a son for Mr. and Mrs. "Pinkie" Wilson of Siquirres, a daughter for Dr. and Mrs. Jimenez, and a daughter for Mr. and Mrs. O'Neil. Congratulations!

MR. AND MRS. SIDNEY SCOLTOCK and their daughter Winsome have returned from a three months vacation in Los Angeles. They all declared they had had a wonderful time but were glad to get back to Limon. No! there is no truth in the rumor that Winsome had all her stockings confiscated by the Customs. But why, we ask, does she have to wear her baby sister's socks?

Mr. M. J. Thomas arrived on the S. S. *Calamares* December 6. He will again live the life of a gay young bachelor, as Mrs. Thomas and the children are remaining in the States for several months.

After a leave of absence in the States, Dr. Rojas has returned to resume his duties in the Medical Department.

Mr. Register sailed on the *Ulua*, having resigned to become Bacteriologist for the State Board of Health, Mississippi.

Mr. Squire Scoltock, Overseer in the Chiriqui Land Company, was in Limon lately for a few days' vacation with his father and mother. Young Squire was lost for fully four hours one afternoon and it seems significant that since then Mr. Kress' chief topic of conversation is, "Land Cultivation—Its Uses and Disuses."

One of Life's Greatest Games

By Observer—Colombia Division

THE Game of Business is one of life's greatest and most interesting games. It teaches, it fascinates and it develops one's intellect.

The man who lives for today, allowing tomorrow to take care of itself, continually travels in what might be called a beaten track. He is the man who will be doing the same thing ten years from now. Laziness is catching—but so is Ambition.

Man should never let the fire of Ambition that burns within him become cold ashes. Competition is greater today than ever. Competition serves to fan the flames of the fire of Ambition in some men, whereas in others it serves to quench them. If you have a great deal of competition, you are well off; competition always forces the pace.

Striving to better your position leads you along the road to success. The man who is always looking ahead, who never looks back, whose thirst for knowledge is never satisfied, and who is accustomed to planning for his tomorrows, is the man who remains progressive throughout life. He is the man who renders at all times great service to the company by which he is employed.

His value is judged by his intellect, character and achievements at work. A valuable man to his firm is the man who, by his wisdom, ability and hard work, inspires those under him to work for the best interests of the company.

Consistency, balance and independence are rare and precious qualities. Without them a man will never be a success in business. But above all he must be energetic. An energetic head will always infuse life into a run-down department or business.

Well-founded criticism and well-thought-out suggestions are always beneficial to persons and companies. Never be afraid to criticize when you are convinced that your criticism is well founded and justified.

Always be clear and concise in your letters and conversation. Never exaggerate in reports, letters or verbal explanations. Exaggeration is very harmful and is always to be avoided. The man who is forever exaggerating is unreliable and therefore can never hold a position of responsibility.

Be fair and just in all your dealings. Always remember that there are two sides to every story. To render justice one must listen to, and carefully consider, all the facts presented. Justice is the practice of fairness, rectitude and integrity.

There are occasions when one must hesitate before making decisions, but on the other hand occasions arise when an immediate decision is absolutely necessary because to hesitate might mean to lose. Circumstances alter cases—govern your decisions accordingly.

Business is one of life's greatest games, and when you play it, play it square.

Fort at San Felipe, Lake Izabel, Guatemala

Boston

Unifruitco Club of Boston Has Christmas Party

"A MERRY XMAS and A Happy New Year," done in cheery Christmas reds and greens, was the welcome sign which greeted the members of the UNIFRUITCO Club of Boston when they assembled for their annual Christmas party on December 21 at Whitney Hall. This sign proved to be a true symbol of the good times which are always associated with UNIFRUITCO Club parties in general and Christmas in particular.

Green wreaths, ablaze with holly berries and red ribbons, decorated the walls of the hall, the anteroom, and the corridors. Some of these wreaths had additional ornamentation by way of kumquats, loquats, spruce cones, and goodness knows how many more products of tropical jungles and the north woods of Maine, and everything in between.

The side brackets of electric lights were camouflaged with scalloped tissue paper in delicate pastel shades simulating pond lilies.

Bright red Christmas bells were everywhere, much tangled up with festoons of red crinkly material. A careful scrutiny of those Christmas bells was, however, very much in order, for one handsome cluster had a lot of mistletoe mixed up in its anatomy. Any elaboration about the extent of the devastation it caused is wholly superfluous. A little imagination is all that is necessary.

The stage was not illuminated at first, so the Christmas tree in the middle of it was quite inconspicuous against the dark background of the curtain, but in due time the lights flashed forth and displayed, in all its glory, the artistic work of the committee. The effect was intensified by all the other lights being turned off when the colored lights went on. There was plenty of light from the Christmas illumination for dancing, and it was very beautiful light too.

There were, on the tree, the usual decorations of paper bells, sparkling baubles, ropes of tinsel, silvery Spanish moss rivaling anything to be found in the tropics, and an abundance of colored electric lights, with a sort of crimson glory over all.

Even the clock (a permanent, uninspiring fixture belonging to the dance hall) was encircled, for this festive occasion, by a green wreath, with numerous lights of many colors.

The decorations alone made a fairyland of a prosaic New England dance hall, particularly the magic transformation of that poor old common garden variety of a wall clock. But when your gaze left the wall and turned to the dance floor—well, right there you realized that the English language needs some new and more expressive adjectives to describe the charm and beauty and grace of our girls. But, then, that's no news. Everybody knows what to expect at a UNIFRUITCO party, and it is a "great expectation" which always materializes.

An elimination dance was arranged by giving each man a ticket bearing the name of a UNITED FRUIT COMPANY Division or other location. Every few minutes the names of certain locations were called and those couples were eliminated. At last only Chiriqui and his partner were left. After a brief dance alone, gold pieces were awarded, amid tumultuous applause, as prizes to the fortunate couple, Nick Grace and Esther Cattermole.

Ice cream and fancy cookies fortified everybody for a further session of Terpsichorean endeavor.

A modern version—very modern—of "London Bridge Is Falling Down" nearly brought down the house. Old London Bridge wouldn't have had a chance. Men and girls circled in opposite directions and finally formed their opposing lines into a precarious "bridge," which was really something of a fearsome adventure; anyway, the crowd ran the gauntlet, two by two, very successfully.

Art Rubin and his orchestra produced the characteristic syncopation which, as usual, kept

the "light fantastic" in operation throughout the evening and until a late hour.

The committee deserves great credit for a most successful farewell party for Nineteen Twenty-Eight.

Committee

George Ruckenbrod, Chairman

Jane Clark	George Childs
Alice Howley	Justin Cronin
Louise Brophy	Robert Kelliher
Cilla Holdsworth	George Hansis

George Weir

Research Department

On November 28 Mr. Holland McCombs bade us all *adios* and departed for Banes. We are sure "Sal" enjoyed his stay with us as much as we liked having him, but his comments on New England weather are unprintable.

Something a little short of a revolution has swept through the Research Laboratories. Stanley Cheney vents his rage these days in a feeble "darn" instead of something more vitriolic; George Poland and Fred Dale now shave every day; Dr. Wolfson keeps his mustache trimmed to perfection, while Carroll Greene seems to be in his seventh heaven. And all this because Miss Silva has come from the G. O. to take a desk in Carroll's laboratory along with his beloved respiration chambers. In spite of everyone's "company manners" there are embarrassing moments and we suggest that Miss Silva have a bell around her neck to announce when she is coming.

A recent addition to the library of the Research Department is Paul de Kruif's "Hunger Fighters". To the scientific worker's way of thinking this is rather unfortunate, for de Kruif, who can use more adjectives than any author living or dead, gives the impression that most scientific workers are cracked, working for little less than nothing and doomed to die paupers or from rheumatism. This may, or may not, be true, but there is no need of advertising it. If de Kruif has another sob-sister book up his sleeve he might find some material in the Research Laboratories and title his book "Data Gatherers".

As an automobile mechanic Fred Caddick is a good singer. He overhauled the engine of his father-in-law's automobile, and experienced more or less difficulty in finding a place for all the parts he took out. After the butchering was completed the engine ran for approximately forty seconds and then all forty-five of the horses gave up the ghost. Aside from stripping the timing gears and having a few nuts and bolts left over, it was a great mechanical achievement. The car is now in a garage undergoing a postmortem.

THE BASEMENT BANDIT

The other members of the Research Department wish to take this opportunity to express their sympathy to Mr. von Loesecke in connection with his adventure in a neighbor's cellar. They venture to suggest that in future visits it would be well to clear boards with projecting nails and other hazards away from a wider area on both sides of his proposed exit, while he is still able, or at least to make sure that there *are* two nails before he tries to step between them.

Harold Simmons of Tropic Foods suggests that the Company can save considerable money if everyone will snap off the electric lights *immediately after they are no longer being used.* Harold's wife is Scotch. Editorial Note: The italicised language was retained in order to show how specific a scientist can be, even in using English.

We are all pleased to hear that Dr. Wolfson's daughter, Nancy Dolly, is well on the road to recovery after being seriously ill with pneumonia. By the way, if you are interested, Nancy Dolly has now reached that important phase in her life where she can eat hard boiled eggs.

Mr. Goubeau, our genial Purchasing Agent at Long Wharf, who conscientiously gets quotations on safety matches for the Research Laboratories, dropped in the other day to look over some of the new equipment he understood we had just acquired. Miss Silva was out to lunch.

We hope Horace Rambo in Limon reads these research notes, for all the boys in the

laboratories with whom he was associated are taking this means to thank him for his Christmas cards. Well "Buck", all of us: George, Doc, Fred, Charlie (but he would rather be called Carroll) and Harry haven't forgotten you and are hoping you will again have the opportunity to work with us. Any time you come you'll find "Welcome" on the doormat, and in case we are not at home the key is in the rat hole beneath the steps on the side facing Atlantic Avenue. We have three new, gleaming galvanized ash barrels and a whole flock of beakers for your slimy cacao beans.

General Office

Mr. Dellenbaugh has been confined to his home with laryngitis. This is not a new Greek chef, but an inflammation of the mucous membrane of the larynx. The doctor said the more Mr. Dellenbaugh talked the worse the condition would get—so he stayed home.

Now that Dr. Tewksbury has gone to the tropics, Mr. Bailey (he is also a statistician, but before being called that he was an actuary—an actuary being one who figures out just when you are going to pass from this sordid Vale of Tears, whether your children are going to have measles and just how much money a life insurance company can get out of you at the same time making you think they are only interested in providing for your future, their own welfare being furthest from their thoughts)—well, as we started to say, Mr. Bailey has begun smoking cigars now that Dr. Tewksbury has gone to the tropics. We do not know the true significance of this change from cigarettes to cigars, but Bailey would have us believe that Mr. Plaisted furnishes the cigars. Later information is that Mr. Plaisted admits supplying one cigar, and claims that was given to him. Mr. Plaisted does not smoke.

Accounting Department

THIS month we welcome Mr. Farnsworth to the Accounting Department. Previously Eddie was secretary to Mr. Gilmore at Guatemala.

No sooner do we gain a member than we lose another. Joe Pfeiffer is going to the Fiske Rubber Company, beginning in Springfield, Mass., but his "ultimate destination," we understand, is one of the foreign branches. We were told in confidence that Joe was going to line up all the girls and say "Goodby" properly, but we discouraged that. News travels fast, Joe, and we don't want you to get in bad at home.

On Wednesday evening, December 26, Miss Freda Louise Tarbox and Norman D. Stearns of Everett, Mass., were married at the home of the bride's sister, Mrs. Robert Hutchison, of Amesbury, Mass. Christmas decorations were used on the staircase and the bridal bower was an arch of green in the living room. The bride was given in marriage by her brother-in-law. Mr. and Mrs. Stearns' new home is at 651 Broadway, Everett.

Mr. Alfred E. Ward, who has been in training in this office, has been transferred to Preston. He has our best wishes for success there.

Long Wharf Holds Special Bowling Match

ON Thursday evening, January 3, a very interesting and exciting bowling match took place at the New Recreation Alleys between the "Terribles" and the "Marvels". The lineup of both teams consists of Long Wharf boys. Mr. L. R. (Foul-line) Temple is Captain of the Terribles and is one of the greatest showmen since the days of Barnum. He has a following in bowling circles second only to that of Babe Ruth's in baseball. He was ably assisted on his team by Walter G. (Cartwheel) Dimmock, originator of the famous cartwheel ball now used by all lucky bowlers. Cartwheel is also an accomplished musician. Both boys are members of the Accounting Department. The balance of the Terribles lineup was as follows: D. R. (Smiling Dan) Fuggio of the Purchasing Department, Robert (Bobby) Mitchell, and A. J. (Little Artie) Emmons of the Timekeepers Department. To these boys went the fruits of victory, as the Terribles won the match by a total of 35 pins.

The contest was a close one all the way and the Marvels, led by H. C. (Howie) Menodier, the big Pen and Pencil man of the Accounting Department, gave all they had and went down fighting. It might be said in their favor that Lady Luck was very much against them. In addition, their lineup was considerably weakened due to the absence of two of its stars, V de P. (Vinnie) Goubeau, our Purchasing Agent, who was laid up with a bad ankle, and J. J. (Jimmie) Glennon, our Freight Agent, who was out of town on business. Both are hitters of the "300" class, and their presence in the contest might have reversed the tables. The balance of the Marvels lineup included Harold (Hank) Simmons of Showboat fame and a fine long-arm bowler; R. H. (Bob) Harris, who knows his Custom House and considers bowling a great pastime; and J. (Johnnie) Kechejian, the popular baseball star.

Quite a gallery from the Wharf attended and there was much cheering and banter on both sides. The Terribles are real cocky and have issued a challenge to all comers.

Library Review

Travel

THE GREAT HORN SPOON, *by Eugene Wright.*

A story notable for its richness of imagery, its beauty of language, and its vivid account of the author's experiences and adventures in strange places, among strange people, while he was wandering through India, Ceylon, Arabia, Borneo, Persia, and the Islands of the South Seas.

Business

THE AMERICAN WAY TO PROSPERITY, *by George K. Simonds and John G. Thompson.*

A book well worth reading, which gives a history of American industry, presents the radical changes which have taken place in American industry both by revolution and evolution, and indicates the effect of these changes on general welfare, on industry and business in general, and on particular industries.

Accounting

ACCOUNTING THEORY AND PRACTICE, *by Roy B. Kester. Volume 3.*

A book by an authority (at present Professor of Accounting, School of Business, Columbia University) the purpose of which is to present accounting principles as definitely applied in various businesses.

Some of the subjects covered are: "Organization for Accounting Control"; "Analysis of Borrowers' Financial Statements"; "Foreign Exchange Accounting"; "Accounting in the Coffee Trade"; "Accounting for an Advertising Agency"; "Ranch Cost Accounting"; "Contractors' Accounts"; and "The Organization and Accounts of a Public Accountant's Office."

Engineering

THE ROMANCE OF MODERN ENGINEERING, *by Archibald Williams.*

A group of interesting descriptions—non-technical, simple, clear, fascinating—of those great engineering feats which made possible the Panama Canal, the Nile Dam, The Trans-Siberian Railway, the Port of Richborough, The Niagara Falls Power Company, and the Bermuda Floating Dock.

The book has excellent illustrations.

ENGINEERING FEATS, *by Archibald Williams.*

A volume describing the great engineering feats which have been achieved both in ancient and modern times.

The book has numerous illustrations.

Fiction

THE BEST SHORT STORIES OF 1928, *edited by Edward J. O'Brien.*

A group of the twenty best American short stories for the year 1928, edited by the internationally known editor, author, and playwright, Edward J. O'Brien.

Stories by Irvin S. Cobb, Fannie Hurst, Dorothy Canfield, Dorothy Parker, Elizabeth Madox Roberts, Katherine Brush, and Louis Bromfield are included in this volume.

THE HOUNDS OF GOD, *by Rafael Sabatini.*

An historical romance, laid in Spain at the time of the Armada—a colorful, brilliant, and dramatic story, in which a young Spanish grandee becomes the captive of a daughter of the Earl of Garth.

Reference Books

KIMBER'S RECORD OF GOVERNMENT DEBTS. 1928.

A volume containing the details and provisions of issue of all outstanding bonds of every national government in the world, descriptions of the external bonds of all the principal states and other governmental subdivisions (except the states of the United States of America) all foreign municipal bonds which have been offered or traded in the United States, and the obligations of corporations bearing governmental guarantee.

The descriptions are very comprehensive—giving such information as: month and year of issue and original offering price, with names of banking houses and syndicates which originally floated loans described; date of issue; maturity; denominations; interest dates and where coupons are payable; currencies in which payable; taxable status; restrictive clauses; character of security; terms of mortgages; purposes of issue; and other relevant information.

Kimber's also presents data on the course of commodity prices, foreign exchange rates, movement of international balance of payments, and other factors affecting the credit position of the government.

COMMERCE YEARBOOK. 1928. *Volume 2.*

An authoritative volume (consisting of two distinct parts) published by the United States Department of Commerce.

The first part includes a series of sections, each section dealing with one of the sixty-five countries covered, and giving a review of recent economic conditions and events, together with statistical tables and the latest economic information available (with comparisons for preceding years).

The second part consists of comparative statistical tables in which data as to major subjects are presented for the various countries.

MOODY'S GOVERNMENTS AND MUNICIPALITIES. 1929.

A manual covering the government debts of every nation in the world.

This volume has three important sections: (1) a section, "Review of World Finance," which gives a discussion of the principles involved in investing in public securities, and comments on the financial standing of the principal nations of the world; (2) a section, "The United States of America," which gives a full, detailed statement of the area and the population of the United States; a history of the government debt; foreign trade; production of wealth; full financial statements of the Federal Government, including the Federal Budget; banking and currency system; details of foreign debt settlements; full descriptions of all Federal bond issues; (3) a section, "State and Municipal Section," which gives for each state in the Union, area, population, income, finances, tax and investment laws, full details of all bond obligations, and full statements for all of the counties, cities, and towns of the entire nation.

STATISTICAL ABSTRACT OF THE UNITED STATES. 1928.

An authoritative volume (published by the United States Department of Commerce) which gives statistical data on such subjects as: foreign commerce; national government finances; state, city, and local government finances; business finance; money and banking; wages; farms; farm products; farm crops and foodstuffs; manufacturers; waterways; telephone, telegraph, and cable systems; and immigration and emigration.

STOCK EXCHANGES (LONDON AND PROVINCIAL) TEN-YEAR RECORD. 1918-1927 *inclusive.*

A volume which reviews the annual range of prices of securities as quoted on the London Stock Exchange from 1918-1927.

Magazine Articles

FOREIGN TRADE'S GOLDEN RULE, *by Victor M. Cutter. ("Nation's Business" for January,* 1929).

A timely, interesting, and instructive article, in which Mr. Cutter points out that a complete reversal of the ancient theory of exploitation in foreign trade has come about.

Mr. Cutter states that the great American business concerns no longer look upon foreign markets simply as a place in which to distribute temporarily those goods which represent the production in excess of home market requirements, but as a permanent outlet for their goods, and now apply in foreign trade the same standards, the same merchandising principles which they use at home.

The factors which have contributed to the great success of the UNITED FRUIT COMPANY *in the tropics are also pointed out.*

Magazines

The following is a list of valuable and well-known magazines to which the Library now subscribes:

American Accountant
The Bookman
Bulletin of the Pan American Union
Current History
Economic Geography
Harvard Business Review
The Journal of Accountancy
Latin America Magazine
The Literary Digest
The Living Age
Monthly Labor Review
The National Geographic Magazine
Printers' Ink Monthly
Printers' Ink Weekly
The Saturday Evening Post
The Saturday Review of Literature
South American Journal
Survey of Current Business
Time
World's Work

Employees desiring to see any one of these magazines regularly may leave their names at the Library.

"Elizabeth Estress Blouin will be married to William Mahlon Gause on January 18." *This notice appeared in the Society News columns of the New Orleans papers. Bill came to us five years ago, after he had completed his studies at Drury College, Springfield, Mo. His progress in the Company has been rapid —from the docks to Assistant Purser, then to Purser, then to his present position of Traveling Passenger Agent; and the results accruing from his work prove that the confidence placed in him is merited. Bill is well known in the Tropical Divisions also, and he and his bride have the good wishes of his friends throughout the Company*

New York

H. M. Bedford Mourned by Associates

AT Rahway, N. J., on Friday, December 28, 1928, Harry Makepeace Bedford, Assistant Manager, New York, Fruit Dispatch Company, went forward to the fulfilment of his spiritual life. He met the great call well prepared—with heart and thought untroubled, affairs in perfect order, a background of clear integrity and his day's work well done.

Crossing the Atlantic in a sailing ship, Mr. Bedford's parents came out from England in the fifties to settle in Brooklyn, where Harry was born January 30, 1862. Upon his marriage to Miss Anna M. Gilbey, June 5, 1883, he established his home at Rahway. He is survived by his widow and by an only daughter, Mrs. Charles Leber, of Rahway, and two grandchildren. Mr. Bedford was highly respected and appreciated in Rahway. He was much interested in those features of public work making for progress and good citizenship, and in educational matters. He served as President of the Board of Education in 1908; was a Past Regent Royal Arcanum, Chapter 885; and for many years was a Trustee of the Second Presbyterian Church. He had also been Treasurer of this Church for a period.

Mr. Bedford's business life began in the service of Whitman Brothers of the oil trade in 1878. He resigned this position in 1880 to enter the service of Frank Brothers Company, that firm so well remembered as pioneers in the banana industry at New York. He continued with them and with their successors, The Aspinwall Fruit Company, until 1906. He was selected at that time by Mr. Irvin Cadmus, Manager, New York Division, UNITED FRUIT COMPANY, to assist Mr. J. B. Anderson in the exacting sales and operating activities of the Company at Pier 1, North River. In 1909, an organization change placed him, with many others, in the Seaboard Divisions, on the roll of the Fruit Dispatch Company, with the same duties.

Mr. Bedford was one of the few whose business life practically covered, in active participation, the entire period since the inception of our industry. He possessed, therefore, an exceptional experience upon which to draw in the prosecution of his work and from which he cheerfully extended information to his co-workers for the general benefit.

His sterling character and clean personality were wholesome in their influence throughout his life. He held no resentments—knew no rancor; was cheerful and friendly, but outspoken and uncompromising on questions of principle. The longer one knew him the greater grew one's understanding regard for him, and differences of opinion discussed with him led to closer friendship.

It is clear that such a man must be sorely missed by all those with whom he came in contact—officers of the Company and officials of other departments who occasionally visited the wharf; the masters and officers of arriving ships; visitors from Tropical Divisions; his associates at Pier 15; those of the trade who attend the auctions on the pier; and many others outside his immediate business circle. All held him in respect, recognized his high abilities, and responded to the cheery influence of his genial nature.

Mr. Bedford's life was centered about the Company's interests and his home. Knowing him as we did in the one sphere, we realize, in part at least, the irreparable loss his death has brought to his family and friends, and we extend to them our profound sympathy.

New York News Items

MR. W. V. HARLOE, Freight Traffic Manager, left on January 16 for a trip to the West coast, via New Orleans and Chicago.

Mr. Ed McNulty of the Freight Traffic Department sailed January 19 on the S. S. *Antonia* for a visit to the British Isles. He will return February 9 aboard the S. S. *Lancastria*.

Mr. Dudley Pollard of the Freight Terminal Department sailed January 12 aboard the M. S. *La Playa* for the Barrios cruise.

Miss Jane West, sister of Mr. Paul West, Manager of the Cristobal Division, UNITED FRUIT COMPANY, accompanied by Mrs. F. M. Dellano, Jr., left for Cristobal aboard the *Toloa* January 12.

Mrs. W. E. Deeks, wife of the General Manager of the Medical Department, and daughter, Miss Kathleen Deeks, arrived from Kingston on the S. S. *Santa Marta* January 10.

Mr. Oscar Ulloa, Secretary to President Cutter, arrived on the *Zacapa* January 3.

The S. S. *Zacapa* numbered among her passengers on January 9, Mr. and Mrs. C. N. Pirie, who were destined for San Jose via Cristobal and Punta Arenas. Mr. Pirie is a member of the firm of Sasso and Pirie, agents for the UNITED FRUIT COMPANY in San Jose de Costa Rica.

On the *Santa Marta*, which sailed January 16, were Mr. M. M. Marsh, Manager of the Costa Rica Division, UNITED FRUIT COMPANY, Mr. N. C. Tuxbury, Vice President of the General Motors Corporation, and Mrs. Tuxbury, and Señor Rafael del Castillo, of the firm of Rafael del Castillo & Company, agents for the UNITED FRUIT COMPANY in Cartagena, Colombia.

The S. S. *Toloa*, which sailed December 15, had among her passengers Mr. Joseph Vila, Sports Editor of the *New York Sun*, and Mrs. Vila, bound for Havana, and Doctors Adolph Ferrer and David E. Ushkow, delegates to the Pan American Medical Conference in Havana. Dr. Ushkow was accompanied by Mrs. Ushkow.

Other distinguished passengers on the *Toloa* were Mr. Ralph Gifford, Executive Vice President of the First National Bank of Louisville, Ky., and Mrs. Gifford, sailing for a holiday in Port Antonio.

Mr. G. B. Frawley, Assistant to General Manager, Paramount-Famous-Lasky Corporation, and Mrs. Frawley, sailed on the S. S. *Santa Marta* December 19, for the Colombian cruise.

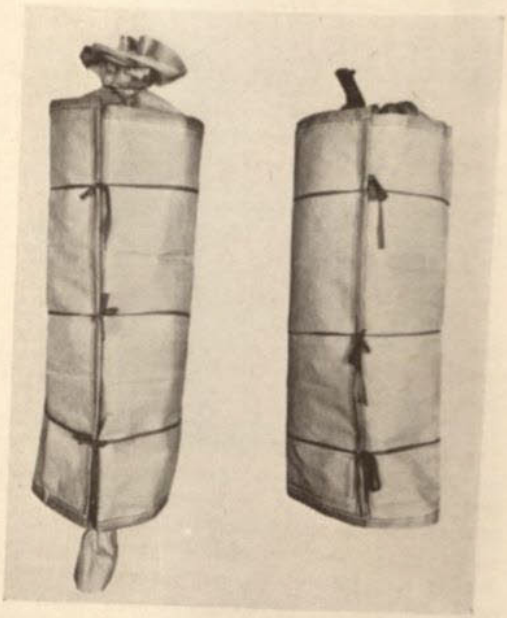
On the *Calamares*, December 22, were Mr. Louis F. Pilcher, Vice Dean of the School of Fine Arts, University of Pennsylvania, and Mrs. Pilcher, booked for the Limon cruise.

Mr. N. R. Reynolds, Editor of the *Boston American*, sailed December 26 aboard the S. S. *Metapan* for Kingston.

One of the passengers aboard the S. S. *Ulua*, January 5, making the Limon cruise, was Mr. P. W. Dahinden, Assistant Manager of the Foreign Department, First National Bank of Pittsburgh.

Dr. E. H. Carleton, Dean in Dartmouth University, sailed on the S. S. *Carrillo* January 5 for the Guatemalan cruise.

Suggestion No. 176



Mr. Wayne McArthur, Superintendent of the Loading Department, Fruit Dispatch Company, Pier 15, New York, has suggested the use of a special blanket wrapper for the protection of bananas when shipped by steamer in cold weather from New York to St. Johns, Newfoundland. This blanket wrapper has been put to very successful use in shipments of this character, as well as in the scarring tests conducted by the Equipment Department of Fruit Dispatch Company. The photograph shows the first blanket wrapper suggested by Mr. McArthur, and the present type, with flaps at the top and bottom.

A Page of Resident Managers

FRUIT DISPATCH COMPANY

William M. Wilson

ONE of the stars in the banana firmament . . . nor does his record need to be examined through a telescope. Mr. Wilson has been closely associated with the great Pittsburgh market since 1915, when he was appointed Salesman. Previous to this he spent eleven years in a comprehensive apprenticeship in the Messenger and Weighing Department, during the last six of which he was Assistant Superintendent of the Department.

It was in 1919 that Mr. Wilson became Acting Resident Manager at Pittsburgh. A year later he became Resident Manager. He has done a thorough, conscientious job and is close to the hearts of his customers. When you hear Mr. Wilson talk about his Branch you get the impression that the territory and the trade constitute part of his life, and that he is just as careful of its good health as he is of his own.

Mr. Wilson enjoys the respect of his trade and his associates alike. Without a doubt he has made his share of banana history—and it is good history!

F. N. Martin

INTRODUCING our Jacksonville, Fla. Resident Manager, who tells his own story in the great Banana language, thus:

"Born Peru, Nebr., April 21, 1877. Received education from Nebraska State Normal School. Graduated Teachers Elementary Course. Taught school three years and then engaged in railroad work for six years. After that, one year with the Pullman Company; next, connected with what was then known as the Haley & Lang Company, located at Sioux City, accepting a position as road salesman. It was here that I gained my first appreciable knowledge of the 'King of All Fruits'.

"After several years in business for myself I attended the Western Fruit Jobbers Convention held at Kansas City during February, 1914. I emerged bearing a letter from the 'Boss' addressed to Mr. E. C. Calkins, then Assistant Manager at New Orleans. I arrived in that city on February 9, 1914, 'Grass Green' and from then until April 24, 1914, I went through the 'Seasoning Process' on the wharf at New Orleans.

"Served as Relief Manager at Cincinnati, April 26, 1914, to May 5, 1914.

"Appointed Acting Resident Manager at Jacksonville, Fla., May 5, 1914, entering upon the new service 'Still Green'. In due course was elevated to position of Resident Manager and have since been going through the 'Sweating Process'. At the present time I may be 'Slightly Turning' but trust that I may be enabled to remain in the service long enough to become 'Thoroughly Cured and Ripened'."

E. L. Buckman

THE name of Buckman is indelibly associated with the banana business. Our Syracuse Resident Manager joined the Fruit Dispatch Company back in 1904 as a clerk on the Baltimore dock. He went to Washington, D. C., in 1909 as Salesman and then to Hagerstown, Md., in the same capacity. At that time Mr. J. S. Evans was New York Manager.

Then Mr. Buckman went to Baltimore as Weighmaster. From there he moved to Buffalo as Messenger. His messenger work took him to New York, after which he went into the Inspection Department for a couple of years.

In June, 1915, Mr. Buckman returned to his sales work, being appointed Resident Manager at Utica, N. Y. In 1923 he was transferred to Syracuse as Resident Manager, where he continues to represent the Fruit Dispatch Company in an able, efficient manner.

Mr. Buckman has grown up in the splendid traditions of the Fruit Dispatch organization and his wealth of practical training in many fields of operation is enviable.

The above is a retouched photograph of a group taken in 1903-1904, in the old building in New Orleans which at that time housed the clerical forces of the UNITED FRUIT and Fruit Dispatch Companies. It was replaced in 1921, on the same but enlarged site, by the modern and spacious structure now in use by these companies.

With the exception of an office boy and a clerk, this group features the office staff of the Fruit Dispatch Company in the old days.

Standing—left to right: Henry Witcher, porter; E. M. Wright; Chester Gleason; a Postal telegraph operator (in those days both telegraph companies for a number of years had an operator in this office); George D. May; an operator of Western Union; C. A. Wright; J. H. Hammel; Joseph Brown; J. A. Davilla, Jr.

Seated—left to right: H. L. Mitchell; Mrs. Hardee; Charles Weinberger and W. H. Harding.

Fruit Dispatch Company, New Orleans' Visitors

Mr. C. B. Taylor, Comptroller, was a visitor at New Orleans during early December. Other Company officials who paid this city a visit in December were Mr. Wm. Newsome, Senior Vice President of the UNITED FRUIT COMPANY; Mr. I. K. Ward, President of the Fruit Dispatch Company; and Mr. L. M. Porter, General Traffic Manager.

Mr. L. W. Vetter, Fruit Dispatch Dealers Service representative, dropped in at the New Orleans office along about the 16th of the month, between trains, en route to spend the Christmas holidays with his folks in Patterson, La. Our friend, C. C. Constantine, Local Manager of the Banana Selling Company at Mobile, was also in New Orleans a couple of days in December. Mr. C. M. Wynns, former General Traffic Manager, surprised us with a short visit, stopping over in New Orleans for a day on his way home for Christmas. Resident Manager L. E. Dawson of the Minneapolis Branch came down to spend Christmas with his parents in Hattiesburg, Miss., stopping over to see us on his way back to his post. For a number of years Mr. Dawson was employed in the New Orleans office, and all his former fellow clerks were delighted to see him again and to find him looking so well. The bracing climate of Minnesota certainly seems to agree with him. We were also glad to see Mr. J. C. Fluker, who is in charge of the Winnipeg office, just after the new year. Mr. Fluker is a native of Louisiana and was down this way on a visit to his folks in Shreveport. The New Orleans office had the pleasure also of meeting Mr. C. W. Parrish, Port Superintendent, Guatemala Division, in early January when he sailed from this port on his return to the tropics.

Deepest sympathy is extended to Miss E. Durbin by her office associates because of the death of her mother, which occurred on Wednesday, January 2, at Independence, La. Mrs. Durbin, who was in her sixty-ninth year, had been a life-long resident of Independence.

UNIFRUITCO

March
1929

Vol. IV
No. 8

M. E. Schoen
Editor

Replanting and the Cultivation of Replant and Ratoon Cane
By E. S. WALKER

Tales of the Great White Fleet
The "Buckman," the "Watson," Other Ships, and the Company's House Flag

Captain George Fried
"A Significant Man Who Has Done His Duty"

Snipe Hunting
By GEORGE N. ZWEZ

Notes on Tropical Fibers
By JOHN W. PLAISTED

San Francisco Division Improves Banana Stevedoring Operations
By R. A. C. HILL

Prevention of Labor Accidents
Papers by Dr. de la Guardia and Senor Gonzales, Preston

Transfers and Promotions

Horsemanship
By R. D. MacINTOSH, B. V. Sc.

Published Monthly by United Fruit Company

For Employees in all Branches of its Service

UNITED FRUIT COMPANY
BOSTON MASSACHUSETTS.